

## DIANA RIGG

Readers pick their West End favourite

Times award and prizewinner, page 3

## MARATHON NAMES

The runners who beat 3½ hours

More results, pages 42, 43

## BARBRA STREISAND

What gives her a fanatical following?

Special ingredient, page 12

30P

THE



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## Clinton hint of arms for Muslims

## UN humbled after failure to halt Serbs

BY PHILIP WEBSTER, GEORGE BROCK, MARTIN FLETCHER AND OUR FOREIGN STAFF

WORLD leaders juggled excuses, recriminations and words of self-justification yesterday as they confronted the United Nations' failure to protect the Muslim "safe area" of Gorazde from the might of the Bosnian Serb army.

As the UN admitted it was powerless to prevent the Serbs taking over the town, politicians and diplomats in capitals across the globe struggled to work out what, if anything, they could do next.

Britain and her European partners sought to dissuade the UN from making further threats against the Serbs. President Clinton began to reconsider arming the Muslims, while the Russian envoy who has desperately been trying to negotiate peace talked in exasperation of supporting Nato air strikes.

In Sarajevo, UN officials said the Serbs had agreed to another ceasefire and to the deployment of UN troops in Gorazde, but there was no indication that these would be anything but more broken promises. The army continued its remorseless assault on the town and at one stage yesterday, shells were landing at the rate of one a minute.

Lieutenant-General Sir Michael Rose, the British UN commander, said: "The town is at their mercy. We are on the edge of a major humanitarian catastrophe." General Rose virtually ruled out air strikes, saying: "Clearly we are not about to change the balance of forces between the warring parties by the use of strategic air," but in any event, the seven surviving SAS soldiers who would have guided Nato planes have all been moved out of Gorazde.

"This is a very sad week for the world when United Nations peacekeeping operations have been so blatantly used to cover the institution of war by the Bosnian Serb authorities," General Rose said.

The Serbs' mastery of the double, triple and quadruple game was also highlighted in Luxembourg, where Alain Juppé, the French foreign minister, said the siege of Gorazde had been badly handled because of the way the Serbs

had played off the teams of international negotiators against each other.

Both M Juppé and Douglas Hurd also said they would support a fresh UN Security Council resolution that expressed the common position that various outside negotiators hoped to reach. "It really makes no sense to have three separate efforts," the Foreign Secretary said. "How can anybody justify a situation in which you have ambassador Churkin, ambassador Redman, David Owen and Thorvald Stoltenberg all in the same cause and all pursuing the same aim, but at different times and sometimes in different ways."

Both ministers emphasised that the Gorazde debacle should not lead to greater threats of force. "Even if

other "safe areas" of Tuzla, Srebrenica, Zepa and Bihać.

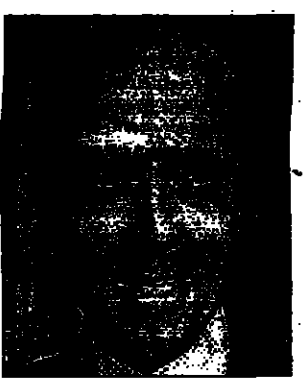
As one Conservative MP expressed fears that Britain was sliding into a "European Vietnam", Mr Rifkind made plain his opposition to the use of air strikes and appeared to be telling the UN that without more troops on the ground it would be impossible to enforce the safe haven policy. He resisted Conservative demands for British troops to be pulled out, but he strongly ruled out any suggestion that UN forces should have a combat role.

In Washington, President Clinton was meanwhile considering a fresh attempt to have the arms embargo against the Bosnian Muslims lifted so they could fight the Serbs on equal terms. Britain and France last year opposed American attempts to lift the ban, fearing their troops would be endangered, but Mr Clinton pointed out yesterday that their troops were now in danger anyway. The real question was whether America could persuade the UN Security Council to agree.

Moscow was thought unlikely to support a step so menacing to their traditional allies — but even the Russians were hardening against the Bosnian Serbs yesterday. Vitali Churkin, who has spent a week trying to broker a ceasefire for Gorazde, said his country should stop all discussion with Bosnian Serb "extremists" who, he said, had fallen ill with the madness of war and were using Russian policy as a cover for their own ends.

Manifesting anger and disillusionment after his fruitless negotiations, he said: "They only had to stop the offensives... I did not feel any desire by the Serb side to agree on the subject." When he had mistakenly heard that Nato was planning new air strikes, Mr Churkin had advised Moscow: "Support (the strikes) energetically."

Search for peace, page 9  
Misha Glesny,  
and Peter Brookings, page 14  
Leading article  
and Letters, page 15



Juppé: Gorazde siege was badly handled

General Rose had his extra 8,000 troops, there's a limit to what we can do. We can't take on the Serbs. There's not the stomach for it."

Of the 8,000 extra men General Rose was promised five weeks ago, only the 900-strong British battalion and 300 others have so far arrived, and Malcolm Rifkind yesterday urged those countries that have yet to honour their pledges. But the Defence Secretary also bluntly told the UN to accept its limitations and to avoid rhetoric and resolutions that could not be enforced.

His remarks to the Commons suggested serious doubts in London over whether the UN could possibly carry out its mandate to protect the



Brian Lara strides off through a cricketer's triumphal arch after his record-breaking innings in the fifth Test at Antigua yesterday

## Lara hammers 375 and makes Test history

BY MICHAEL HENDERSON

BRIAN LARA, the left-handed batsman from Trinidad, joined sports immortals yesterday when he made the highest individual score in 116 years of Test cricket.

Lara's innings of 375 in the fifth Test against England at the St John's Recreation Ground in Antigua kept the record within the Caribbean family. The previous record, 365 not out, had belonged to the game's greatest all-rounder, Sir Garfield Sobers, for 36 years.

Sobers, now 57, was at the ground to see his record broken, and strode immediately to the crease to congratulate Lara when the batsman pulled

31 LARA F 375 C 9

Chris Lewis for the boundary which pushed his name to the top of Wisden's most gilded list. "I don't think a better batsman could have broken it," Sobers said. "Lara is the only person today who plays the game as it should be played."

Even allowing for Sobers's exaggeration Lara's achievement is formidable. Warwickshire must be overjoyed. They signed him last week as their replacement overseas player.

Lara is the 12th batsman, and the third West Indian, to make a Test triple century after Sobers and Law-

rence Rowe, who made 302 against England in Barbados 20 years ago. Sir Donald Bradman is the only man to have made two, an achievement that appears to be within the grasp of Lara, whose previous best was 277 against Australia in Sydney last year, and who has at least a decade of Test cricket in him.

At 24 Lara is the old man among the record breakers. Bradman was 21 when he made 334 at Leeds in 1930, Len Hutton 22 when he took 364 off the Australians at The Oval eight years later and Sobers 21 when he

made that unbeaten 365 against Pakistan in Jamaica in 1958. To surpass those three masters is an undeniable assertion of greatness.

Lara will probably never smite six sizes in an over, as Sobers did at Swansea in 1968, but two other records may not survive his attentions. Bradman set the highest run aggregate for a Test series, 974, in England in 1930; Viv Richards rattled off a Test hundred from the lowest balls, 56, against England in 1986 — on the ground Lara has just honoured. Wait until he really gets his eye in.

Lara's theme, page 14  
Record innings, page 48

## Branson plans County Hall palace of fun

BY RACHEL KELLY

COUNTY Hall on the South Bank, one of London's most prominent buildings, will open as a 570-bedroom hotel managed by Richard Branson in 1996.

Yesterday, Mr Branson said the Virgin Group has formed a £10 million company with the building's Japanese owners. It will manage the hotel, leisure and entertainment centre, whose attractions will rival Disney, he promised. His business could be boosted by travellers coming into Waterloo on Virgin-run trains.

£150m plan, page 6  
Leading article, page 15

## Seven schools hit by arson gang

Seven schools and four business premises were fire-bombed during an arson spree in Stockport, Greater Manchester. Four youths were being questioned last night about a total of 14 attacks which caused damage costing £1 million. Police said the motive was unclear and that one of the arsonists may have been injured.

Youths questioned, page 5

## Pretoria confident of deal with Zulus

FROM MICHAEL HAMLYN IN PRETORIA AND SAM KILEY

SOUTH African government officials were last night cock-a-hoop over what they considered a breakthrough that will lead to the rescalant Zulu leadership's participation in next week's general elections.

The nascent agreement came after 48 hours of talks between Chief Mangosuthu Buthelezi, the chief minister of KwaZulu, and President de Klerk. Sources close to the negotiations said that among the options being discussed was enshrining the position of King Goodwill Zwelithini of

the Zulus in an amendment to the constitution, in return for Chief Buthelezi's participation in the elections.

It is also understood that the King, Chief Buthelezi, Mr de Klerk, and Nelson Mandela, the African National Congress leader, agreed to discuss extending the mediation process after the election.

Chief Buthelezi said: "I am optimistic about the fact that our talks today have gone very well. I hope that tomorrow we will be in a position to announce something that would be very positive."

The plan, which political analysts believe could mean that Chief Buthelezi would be able to keep his vow of protecting the role of the Zulu king in the new South Africa, could only work if the government recalled parliament to amend the constitution with a two-thirds vote in favour.

The proposals were worked out by Professor Washington Okumu, one of the international mediators who stayed on after Henry Kissinger and Lord Carrington abandoned their efforts.



Buthelezi optimistic on progress of talks

Township battle, page 10

## Cult dangers

Britain has more than 500 religious cults with an estimated 500,000 believers, a conference at Hull university, attended by 150 psychologists, was told yesterday. Ritually abused children were subject to prostitution and pornography, it was claimed. Page 2

Arts	39-41
Births, marriages, deaths	16
Cheer	7-8
Court and Social	16
Crossword	24
Law	35-37
Leading articles	15
Letters	15
Obituaries	17
Weather	24
TV & Radio	47

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## Cults practise ritual child abuse, conference told

By MICHAEL HORSNELL

BRITAIN is home to more than 500 religious cults with an estimated 500,000 believers, many of whose children are subjected to ritual abuse, a conference was told yesterday.

The conference at Hull University, organised in response to the Waco siege in Texas last year, was attended by 150 psychologists alarmed at the effects on youngsters of bizarre teachings by the cults. Ritually abused children are subject to prostitution and pornography in the name of religion, it was claimed.

The Cults and Counselling Conference was picketed by members of the Church of Scientology, who are angry that their organisation, which

### Psychologists who counsel victims of religious cults have been warned that many are recruiting grounds for international paedophile rings

has 300,000 members in Britain, should be grouped with cults. Dr Barry Hart, head of psychology at the Scunthorpe Community Health Trust, said: "The conference is about raising the level of awareness among psychologists into cults. When they see someone with a history of anxiety and depression from childhood they should ask if ritual abuse is a factor."

Sue Hutchinson, director of Safe, which supports survivors of ritual abuse, said she dealt with victims of

international paedophile rings. She said cults indoctrinated children with ideas which terrified them into taking part in ritual abuse.

Mrs Hutchinson said: "Some cults are a recruiting ground for paedophile rings. Often these victims don't come to us until they are teenagers, or in their early 20s. They tell us that these cults are hierarchical and are a system of organised crime. Some who come to me have been abused and been involved in child prostitution and pornography."

Many talk of travel abroad." The psychologists heard that they must be aware of cults when dealing with patients with mental problems, who may create other personalities as protection or may have a misplaced fear of certain animals or objects.

Steve Hassan, a former Moonie, spoke of mind controls which cults use to trap their victims and how it was hard to break from their control.

Kevin McNamara, Labour MP for Kingston, upon Hull North, who chaired the parliamentary committee on cults, also chaired the conference. He said: "It is the first time so many professionals have shared the experiences of others. We are finding out more and more about abuse and cults themselves."

□ The Archbishop of Canterbury.

Dr George Carey, last night defended the Church of England against accusations that it had become a sect by ordaining women priests. In a lecture to theologians in Uppsala, Sweden, Dr Carey argued that women priests had made the Church more, rather than less, catholic "in that the other half of the human race is now included in the Christian priesthood which is sent by Christ to share faith with others."

He said a sect was "the kind of body which imposes on others a rigid set of beliefs and behaviour which it deems to have received from God". This compared to a church which, generous in its understanding of human nature, preferred to live with the "creative uncertainty" of blurred edges.

## Pressure grows on Government to tone down D-Day events

By ALICE THOMSON AND JOHN YOUNG

THE Government is coming under increasing pressure from war veterans' associations, backbench MPs and senior media figures to scrap its programme of "festivities and public relations stunts" for the 50th anniversary of the D-Day landings.

The Royal British Legion, representing 750,000 ex-servicemen, yesterday said that it had not been consulted about the June celebrations and that the event had been trivialised. "They just went ahead and as a result they have unfortunately misjudged the public mood," a Legion spokesman said.

Eddie Hannath, secretary of the Normandy Veterans' Association, said: "We would strongly disagree with the idea of street parties, which are entirely inappropriate."

Several associations have also accused the Government of planning the celebrations as a "Euro-election gimmick" to help boost the Tories' chances in the June Euro-elections.

Peter Mandelson, Labour MP for Hartlepool, who is leading the attack in the Commons, tabled a motion yesterday urging the Government to scrap its plans for "festivities and public relations stunts and instead stage a simple respectful national service of thanksgiving".

Shadow cabinet ministers also expressed disapproval. Mr Mandelson said: "Frivolous trivialising events can play no part in any dignified tribute to those who lost their lives in the D-Day landings. Will you therefore revise your plans?"

There is an inch-thick file of planned events including street parties, commemorative brands of beer, hats and T-shirts and educational exhibitions. But celebrations on June 6 will be more sombre and include church services.

Ludovic Kennedy, the broadcaster and a D-Day veteran, said: "This is a ploy by the Government to make us all forget what rotten results they are going to have in the Euro-elections."

"Don't forget that at D-Day there was a lot of very hard fighting. There was a lot of death around and a lot of misery. Those of us who were there do not think it appropriate to celebrate," he said.

Last night senior Government figures gave their support to the celebrations. A Downing Street spokesman said: "The Prime Minister certainly does not think the D-Day operation was a frivolous event or that it should be commemorated in a frivolous way. But the notion of commemorating D-Day has had a

tremendous resonance throughout the country. Ministers have not been encouraging Spain fritter competitions. Members of veterans' associations have been closely involved."

John Gummer, Environment Secretary, admitted that it was hard to get the balance right, but insisted that there should be a celebration of the "remarkable spirit" shown over D-Day.

Iain Sproat, the junior Arts and Heritage minister in charge of the celebrations, said: "I think it is extremely important that we commemorate the heroic sacrifices of those who fought and those who died on D-Day."

"They will be commemorated with solemn, serious services but at the same time we want to commemorate the fact that it was their actions that freed Europe from the terrible Nazi tyranny. It is right that we commemorate the happy consequences as well."

He was backed up by Harry Greenway, Tory MP for Ealing North, who said he should ignore "killjoys and busybodies" who were trying to ban the celebrations. "I have never heard such drivel as to suggest that there should not be parties and general joyousness. Those who do not want to join in need not."



Jim Clinton, the target of an attack last Thursday by the Ulster Freedom Fighters that killed his wife Theresa, carrying their daughter Siobhan, 3, at her funeral in Belfast yesterday. Canon Peter McCann said at the service in St Malachy's church that Mrs Clinton, 33, had been clearly visible to the gunmen.

## Campbell-Savours drops a bombshell called Thatcher

Anyone who has not been on the Moon for the past few years will have heard from one or another of his countrymen, something like: "If Mrs Thatcher had been Prime Minister, she would have sorted out this bloody nuisance years ago."

Countless taxi drivers and a thousand retired army officers express the sentiment regularly. It has even been heard, strictly off the record, from a Tory MP or three. But never, surely, from the Labour Party? Yesterday, for the first time, a prominent Labour backbencher went public with the view.

The House was discussing the attack on Garadze. Dale Campbell-Savours rose. He is known for his uncompromising views on a wide range of subjects. His opinion on Bosnia is that something ought to be done about it. He feels this very strongly.

Being, however, in the Labour Party, he might have been expected to urge that the solution was to adopt the Opposition's policy. But Campbell-Savours's problem yesterday was to deduce from the remarks of David Clark, Labour's principal Defence spokesman, what Labour's policy was.

Dr Clark twisted and turned miserably. The gravamen of his case seemed to be that it was all terribly difficult, and Mr Rifkind was a decent chap, and we all ought to care very much. And we ought to ask ourselves what it was the UN was doing, and whether they might do more. Or not. Labour's Defence spokesman achieved yesterday two things I thought nobody could. He made Labour's Foreign Affairs spokesman, Jack Cunningham, appear by comparison a master of political grip. He explained why John Smith prefers complete silence.

"So you can sympathise with Labour MPs who had concluded, by about four o'clock, that to hold up their own frontbench policy as the key to peace in Bosnia would attract derision. Campbell-Savours abandoned that option."

There was another. Some would think it disloyal to Labour, but Campbell-Savours could say that HM's present policy was absolutely right. The problem here was that nothing in Mr Rifkind's long and fluent statement gave MPs the least inkling as to what that policy might be. Hugo Young once remarked of David Howell that he had "a mind not so much open, as prey to a rapid succession of opposing certainties". Mr Rifkind's posture yesterday was not so much sitting on the fence as sliding his bottom elegantly a little to one side, then a little to the other. With one MP he seemed to agree that we must give our troops the back-up they need. With another, that no back-up might suffice.

In his statement he said that the UN was in Bosnia in a peace-keeping, not a combat role. To Jerry Wiggins (C, Weston-Super-Mare) he did not deny that bombing Serbian tanks was combative, but stressed that this was self-defence. To some, he implied that that position was sustainable, to others, that it might prove untenable.

If UN personnel could dodge shells as nimbly as the Defence Secretary yesterday dodged logic, there would be no crisis. If Campbell-Savours had addressed his plaudits to the Government front bench yesterday, Rifkind would probably have ducked. So there was nothing for it. With infinite pain, Campbell-Savours bit the bullet. "If Mrs Thatcher had been Prime Minister," he groaned, "she'd have sorted out this bloody nuisance years ago." It must have hurt.

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## Queen's schedule obtained by IRA

By NICK WATT AND CHRISTOPHER ELLIOTT

IRISH special branch detectives hunting IRA terrorists have found in a raid on a Dublin house documents setting out the Queen's engagements and personal details of senior British Army officers.

A six-month schedule of the Queen's engagements was listed as well as details of the officers' addresses, telephone numbers and car registrations, according to reports in a Dublin newspaper.

Police on both sides of the Irish Sea were playing down the significance of the documents last night, as some information is understood to be old. However, Special Branch officers at Scotland Yard were liaising with their Irish counterparts last night.

Irish police confirmed yesterday that sensitive documents were found during a raid last week on a house used by the IRA in Dublin. A spokesman for the Garda said: "We can confirm that we found certain materials in a raid on a house on the north side of the city. Owing to security matters we can't discuss any further."

Attempts to make the Queen a priority target would mark a

departure in IRA policy. Any attack on the sovereign would inevitably bring a backlash in Great Britain and Ireland and a profoundly adverse reaction abroad, especially in America.

However, as reported in *The Times* yesterday, the most recent list to cause serious concern to the police and MI5, found two weeks before the mortar attack on Heathrow, included a number of fresh targets. It appears that a number of sites associated with the royal family may have been detailed.

Hundreds of MPs, judges, senior civil servants and other Establishment figures have been put on a high level of alert.

Intelligence suggests that the IRA is looking for another spectacular terrorist incident in the wake of their Easter ceasefire and their rejection of the Downing Street declaration.

Postal staff at a Belfast sorting office were sent home yesterday after gunmen burst in and fired two shots. The outlawed Ulster Freedom Fighters said it carried out the attack, which had been an unsuccessful murder attempt.

## Compensation of £25 paid for water scare

Thousands of householders whose water supplies were hit at the weekend because of a chemical spillage in the Severn are to be paid £25 compensation each. Severn Trent Water said last night. Up to 35,000 homes in the Worcester area are to share £875,000, which has been set aside by the water company. Brian Duckworth, the company's director of customer services, said: "We apologise to all our customers who were inconvenienced over the past few days and we hope this payment goes some way to making amends."

The National Rivers Authority rejected reports that its pollution-monitoring equipment would have to be upgraded after the spill. Lord Crickhowell, its chairman, said the amount of chemicals spilled had been so minute and so diluted that it had been "a remarkable feat of detection to follow the pollution back 81 miles and find its source so quickly".

## Workman falls 100ft

A workman was seriously injured yesterday after his dumper truck fell more than 100ft down cliffs below the site of Holbeck Hall hotel in Scarborough, North Yorkshire, which slipped over the cliff last summer. Last night Melvyn Adkin, of York, was being treated at Scarborough Hospital for serious head, chest and spinal injuries.

## Malaysia arms talks

Viscount Cranborne, the Defence Minister, today meets Malaysia's defence minister, Najib Abdul Razak, at an international defence equipment exhibition in Kuala Lumpur. A delegation of British defence companies at the exhibition hopes for a relaxation of the Malaysian trade freeze against Britain that puts 40,000 UK jobs at risk.

## Princess Alexandra hurt

Princess Alexandra has been forced to cancel her engagements this week after breaking two bones in her right foot. The Queen's cousin was staying at Birkhall, on the Balmoral estate, at the weekend and fell while walking. The princess, 37, who has returned home to Richmond upon Thames, is not in plaster but needs crutches to walk.

## Fugitive shoots himself

A man in his twenties shot himself dead with a stolen gun after a high-speed chase yesterday, police said. The 40-mile pursuit began at a gunshop in Rugby when the man snatched the weapon. He drove towards Coventry and south on the M1. He was stopped at a police roadblock at Newport Pagnell services where he shot himself in the head.

## Judge's remark 'racist'

Lawyers are to ask the Lord Chancellor's Department to discipline a judge who they say made a racist remark during a civil action by a black man. Summing up the case at Liverpool County Court on April 7, Judge Bernstein said that he had been "racially abused by police and that it was like a 'nigger in the woodpile situation'". A spokesman for Liverpool 8 Law Centre, which is raising the matter, said: "The effect was clearly to ridicule the plaintiff and his case on racial grounds." Mr Reid lost his case.



## Suspicion over deals 'led businessman to murder his friend'

By LIN JENKINS

A MUSIC business tycoon last seen two and a half years ago was murdered by a friend and colleague he no longer trusted, a court was told yesterday.

David Martin, an Australian-born millionaire whose sophisticated audio systems were used by rock bands such as Pink Floyd and Simple Minds, seemed to have vanished without explanation until a schoolboy found traces of blood in a car workshop.

Nicholas Jarman QC, for the prosecution, told Reading Crown Court that the missing businessman had "no doubt" met a violent death at the hands of Colin James, a partner in his helicopter restoration company.

Mr James, 50, of Highwood Hill, north London, denies murder. No body has never been found.

Mr Martin disappeared from his home at Naphill, Buckinghamshire, on December 29, 1992. The prosecution says that Mr James was the last person to see him alive.

Mr Jarman told the jury that there was a series of conversations and clues that led detectives to arrest Mr James four months after his friend's disappearance. A vital clue concerned bloody footprints in Mr Martin's workshop. Samples from the missing man's relatives showed that the blood from

the prints was almost certainly his.

Forensic scientists had said the sprays of blood in the workshop were "typical of violent injury to someone who is bleeding". The footprints matched a pair of Mr James Reebok cricket trainers, of which only 3,000 pairs of all sizes had been sold in Britain.

Mr Jarman said the helicopter restoration company appeared to operate on a basis of trust. Mr Martin provided the money and Mr James bought and restored the craft.

"By September 1992 Mr Martin had given Mr James over £212,000 and there was very little to show for this. He was very worried. Only about £30,000 had been spent on helicopters and parts and

£20,000 of this had been sold on.

"Mr James's monthly expenditure was £5,600. Mr Martin was worried about Colin James's use of his money. This was the potential cause of a dispute between them.

Mr Martin had resorted to taping two telephone conversations between them in the October. Although Mr James had claimed that two helicopters bought with Mr Martin's money had been stolen, no insurance payout was made. "It looked as though David Martin stood to lose a lot of money," Mr Jarman said.

Mr Jarman urged the jury to dismiss suggestions that Mr Martin had staged his own disappearance or committed suicide. On the day he had seen Mr James he had asked his girl friend, Kathleen Turner, to call him back, but when she did she got no reply. Two wine glasses were later found at his home, one of which was half full, and his car was outside his London flat, which was uninhabitable.

Conversations between Mr James and Mrs Turner gave further clues, he said. Mr James suggested Mr Martin had "gone off to kill himself" and told her he had been apparently diagnosed as a paranoid schizophrenic.

The trial continues today.



Martin: missing for two and a half years

## Police name missing woman

By DOMINIC KENNEDY

A WOMAN was named yesterday by police, who have unearthed nine bodies at 25 Cromwell Street, Gloucester. Detectives are searching for the remains of Anna McFall, who disappeared about 20 years ago.

Miss McFall, who was in her 20s when she disappeared, is believed to have lived in Lanarkshire at the same time as Frederick West and his first wife Catherine Costello. Mr West, 52, has been charged with the murders of ten women.

Hilary Allison, the Gloucester

shire police spokeswoman, said: "She is one of a number of missing people who feature in our enquiries."

Police dismissed as speculation a report that the search for bodies would be extended to three new locations: a Gloucester cafe on which Mr West once worked; a septic tank in Bishop's Cleeve, a village where Mr West lived with his first wife; and an allotment he owned.

"We have no plans to search anywhere other than we have already said. We have always said we are only interested in

three sites: 25 Cromwell Street, fields at Kempley, and 25 Midland Road, Gloucester."

At Kempley, where remains believed to be those of Catherine Costello were found nine days ago in a field close to Mr West's childhood home, police used a pump after their search was hampered by a water course.

At 25 Cromwell Street, where the bodies of nine young women have already been found, police began digging into the foundations of an extension they demolished on Friday.



Diana Rigg, top, and devotees Elspeth Foster, below left, and Veronica Shaw

## Rigg the readers' choice for best actor

By ALISON ROBERTS  
ARTS REPORTER

THE *Times* Readers' Accolade for best actor or actress in the West End last year has been awarded to Diana Rigg for her performance in *Medea* by Euripides at Wyndham's Theatre.

More than 2,500 readers telephoned to nominate their favourite performer from a shortlist of 20. The award was established to mark *The Times*'s association with the Olivier Awards, announced on Sunday night.

Ms Rigg was the clear winner with 314 votes. Julia McKenzie came second with 194 votes for her performance in *Sweeney Todd* at the Royal National Theatre and Elaine Paige was third, polling 186 votes for her role in *Piaf*.

Ms Rigg was said to be thrilled with the award. *Medea* is playing on Broadway until June. Ms Rigg's agent in New York said that the actress was "very happy to be honoured in this way and pleased that theatre-goers in London enjoy her work so much".

All those who nominated Ms Rigg were entered into a prize draw. A trip to New York for two has been won by Elspeth Foster of Bushey, Hertfordshire, and a year's supply of free theatre tickets has been won by Veronica Shaw of north London. Both prizes are awarded courtesy of *The Times*.

Ms Foster is an avid theatre-goer and had seen 11 of the 20 nominees for *The Times*'s award during the year. For her, Ms Rigg's performance had stood out. "Diana Rigg's voice is marvellous and her range is very good," Ms Foster said. "It was a very physical performance and she was very graceful about the stage. It was absolutely riveting."

Mrs Shaw is thrilled with her theatre tickets. A modern jewellery designer, she and her husband visit the West End and the London fringe regularly.

"Diana Rigg is a fantastic actress. She can get into a character so that you forget that she is not actually that person," Mrs Shaw said.

## Harrods painter 'saved by blinds'

By A STAFF REPORTER

A PAINTER working on a Harrods window display had a lucky escape when a bomb exploded in a litter-bin only feet away, an Old Bailey jury was told yesterday.

Paul Bale was one of four people hurt in the blast in January last year near the main entrance of the London store but was saved from serious injury by a window blind.

Mr Bale told police in a statement read to the court: "I was on my hands and knees painting white stripes when I heard a loud bang. I curled up in a ball. It occurred in a split second. Various debris rained down on me."

He was in the window "directly opposite where the bin exploded. I was only feet away and lucky that the blind was down". Mr Bale was covered in broken glass and treated in hospital for a cut head and grazes.

Two Englishmen, Patrick Hayes, 41, of Stoke Newington, north London, and Jan Taylor, 51, a former British soldier of Stepney, east London, deny causing the explosion in an indiscriminate IRA bombing campaign in London.

A window dresser, David Farley, told police that he searched and cleared his area of the store after a coded warning over the loudspeaker system. He went to shut some doors when "I heard an explosion and saw a great cloud of debris coming at me".

He felt "a smack to my left leg and I was aware of pain in it. But I was able to walk onto the shop floor. Only then I realised I had been cut and was bleeding. I was no more than 15 feet from the bomb when it exploded."

David Williams, a Metropolitan police explosives officer who examined the blast scene, said that he estimated between 1lb and 2lb of a military high explosive such as Semtex had been used. He found a small crater in the pavement.

Mr Hayes and Mr Taylor also deny causing a blast on the 9.05 Victoria to Ramsgate train the following month, and possessing Semtex and other explosives and firearms. The trial continues today.

## Stolen baby charade exposed

FROM JAMES BONE  
IN NEW YORK

A COUPLE who visited New York as tourists have admitted lying to police about having their baby girl kidnapped from Central Park. They had abandoned her corpse in a wood in Quebec and travelled to the United States carrying a doll in a blanket.

More than 100 New York police scoured Central Park after Joseph Bales, 33, and Helene Lemay, 31, told a guard at the Museum of Natural History on Saturday that Muguet, aged ten weeks, had disappeared while her father dined on a park bench.

As helicopters circled overhead and frogmen searched the park lakes, the couple gave a press conference to appeal for their baby's return. Police became suspicious when they failed to show emotion.

When challenged, the couple broke down and confessed that they had left the body in a knapsack beneath a tree near their home. They provided a hand-drawn map that led Canadian police to the scene. The couple said that because of an earlier child-abuse allegation they had panicked when they found their baby dead in her cradle.

Their other daughter, who is aged four, has been taken into care and they are awaiting extradition to Canada.

## Golfer's 'cheating' an insult to opponent's intelligence

By A STAFF REPORTER

ONE of two golfers being sued for accusing a fellow player of cheating said yesterday that his opponent broke the rules so blatantly that it was an insult to his intelligence.

Reginald Dove told a libel jury at Nottingham County Court of his growing disbelief as he saw John Buckingham, a ten-handicap player, move a ball with his foot and lost balls mysteriously reappear as they played during a tournament.

An 11-handicapper and a member of Sherwood Forest Golf Club for eight years, Mr Dove said he was first concerned at the eighth hole about Mr Buckingham's conduct during the Sherwood Open.

Mr Buckingham had hit his ball into the semi-rough behind a sand trap. "He attempted to move his ball forward with the sole of his golf shoe. He then moved it a further five or six inches with his instep."

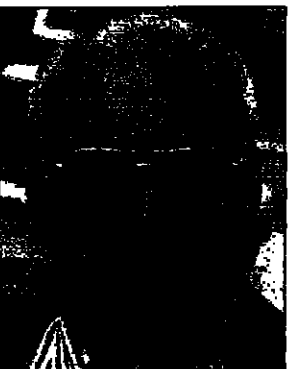
Mr Dove said he carried on playing and went across to speak to the third member of their three-man team, Philip Townsend. "I discreetly mentioned what I had seen. Mr Townsend said he had seen nothing and didn't seem very interested. Mr Buckingham was now able to take his shot without any incumbrance."

"I was so embarrassed. It was such an insult to my intelligence that he should do

something like that under my nose after playing with him so many times."

Mr Dove, an insurance company managing director, of Southwell, Nottinghamshire, said the next incident occurred at the twelfth hole. Mr Buckingham's shot flew into the trees and he set off to follow it because he had an idea where it had landed. "Mr Buckingham did not join me at any time during the search for his ball. Then, to my amazement, I saw a ball sat on a tuft of grass like a coconut."

"There was no ball there when I went into the trees. I mentioned to Mr Townsend that I was convinced he had replaced his ball. Again he seemed uninterested."



Buckingham: claims libel over accusations

Mr Dove then recalled the thirteenth hole, describing how Mr Buckingham's ball again went into the trees and they both set off to look for it. The same thing happened again. "Suddenly, to my amazement, Mr Buckingham called me back and said he had found a ball," he said. "I was surprised to say the least."

Mr Dove said that at the seventeenth hole Mr Buckingham hit his shot wide and into thick grass. "I was so annoyed at having seen him cheat on three occasions and still be in contention for a prize that I was following him like a hawk. He was very furtive and looked over his shoulder."

"My impression was he was about to drop another ball. I said we had looked long enough and he should take the shot again, which he reluctantly did."

He said Mr Buckingham took nine shots on the seventeenth and was obviously annoyed. "He walked off the green saying, 'Bloody nine', and I knew he had blown his chance of winning a prize."

Mr Buckingham, 57, of Einton, Derbyshire, is suing Reginald Dove and Graham Rusk for libel damages. Mr Dove and Mr Rusk are claiming a defence of privilege and justification. The hearing continues today.

## Street to clean up in battle of the soaps.

By JOS JOSEPH

AROUND mid-morning today, the victor in last night's bout between television's two biggest soaps will leak the ratings figures and gloat about its victory in the Soap Wars.

*Coronation Street* will almost certainly have won the battle with the BBC's new Monday night edition of *EastEnders*. The Cockney cavalcade has become a three-weekly drama and ITV has responded with a one-hour, double dose of the Street.

This was ITV's second — and far more dramatic — attempt to smother the new Monday night upstart. It tried to kill it on its first outing last week by screening a James Bond movie against it, but failed. But yesterday Ladbroke's

offered odds of 1/6 on ITV's flagship soap, with the less fancied *EastEnders* quoted at 10/3.

The BBC expects to lose, partly because the Street pulls in regular audiences of 18 million, while *EastEnders* draws 15.5 million, but also because *Coronation Street* began at 7.30pm, half an hour before its rival.

Keith Samuel, BBC's head of TV information, said: "If you imagine a football match where one team is on the pitch for both halves and one is only on the pitch for one half, who is the more likely winner?"

Mr Samuel added that when Alan Yentob, BBC's new controller, chose *EastEnders* to fill *Elaborado's* shoes, he found from research that audiences welcomed an extra episode in their

weekly diet of east London life, but "they would not welcome a clash with *Coronation Street*". Hence, says the BBC, the 8pm slot.

The BBC's pique is being taken with a shrug by ITV executives, who have their advertising revenue to think about. Marcus Plantia, ITV network director, said: "There has always been a healthy rivalry between ITV and the BBC ever since the BBC killed off *Grace Archer* on the night ITV launched in 1955."

"We're currently operating an interim Monday night schedule to make sure that ITV stays on top. Last week we showed a big Bond movie. This week it's the one-off *Coronation Street* special, and next week we've got a *Mr Bean* lined up."

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## Youths questioned after firebomb spree causes £1m damage

By KATE ALDERSON

FOUR youths were last night helping police with their enquiries into an arson spree in Stockport, Greater Manchester, on Sunday night which caused an estimated £1 million worth of damage.

Seven schools and four business premises were fire-bombed during a series of 14 attacks which began on Sunday at 10pm and ended at 1am yesterday. Three schools were bombed with crudely made Molotov cocktails in the space of ten minutes.

The police believe one of the arsonists may have been injured with one of his own Molotov cocktails. No other injuries were reported.

Dial Park School in Offerton was so badly damaged it was closed down yesterday after half of its buildings were razed to the ground.

More than 200 fire-fighters tackled the flames, all of which were within a four-mile radius of Stockport town centre.

Det Supr Rod Murray, head of Stockport CID, said he was keeping an open mind about the motivation behind the attacks. He said it was probable the arsonists had built up

an arsenal of crudely constructed petrol bombs.

"Early indications are that they were random attacks and there is nothing personal to the people who have been affected. There is no evidence at this stage that premises were targeted. But all were vulnerable because they were empty at the time of the attacks," he said.

Local people had seen three people light two firebombs at Magda Road, Offerton. One was thrown into a garden and burnt itself out, while the other was thrown into the street.

Mr Murray said: "It is believed the man who threw the firebomb in the street may have picked it up after it failed to ignite properly. He was seen running away with his clothing on fire. He may have sustained burns requiring medical attention."

Officers found the remains of a Molotov cocktail at the scene.

Seven schools, four business premises — including a florist's, which was completely gutted — one adult learning centre, a further education centre and three cars were targeted by the arsonists. Dial

Park Primary School suffered the most extensive damage with classrooms, a staff room and the main hall destroyed.

Gresty's, a florist in Edgeley, was gutted, while the other six schools and business premises suffered minimal fire and smoke damage.

Police believe all of the attacks were caused by homemade, unsophisticated incendiary devices, a number of which have been retrieved for forensic examination.

A spokesman for Greater Manchester fire brigade said the devastation at Dial Park School was sickening. "This is an attack on the community and also puts our fire-fighters' lives at risk. Months and months of school work and teachers' notes have gone up in flames and can not be replaced."

Police believe a Ford Sierra seen in the vicinity of Dial Park School may be connected to the arson attacks. Mr Murray said: "We have not ruled out the possibility that more than one group of people was involved."

Education officers in Stockport defended the schools' security systems. Max Hunt,



Dial Park Primary School in Offerton, one of several buildings destroyed by arsonists in a three-hour spree

the council's chief education officer, said the council's early warning intruder system had saved most of the schools from further damage.

Mr Hunt said: "We have made school security a priority during the last few years and it is because of our automatic intruder alarms

triggering and alerting the council's central control switchboard that only one school was seriously damaged. We will be reviewing our procedures but are happy that we reacted quickly to the attacks."

Fire investigation reports were still being carried out last

night by fire and police officers. Hall Garth School in Middlesbrough, where Nikki Conroy, 12, was killed by an armed intruder three weeks ago, re-opened yesterday with a new security system to screen visitors.

A closed-circuit television

camera has been installed in the reception area and pictures of all visitors are relayed to monitors in staff rooms upstairs.

A side entrance to the school has been secured so that access cannot be gained from the outside, but which allows pupils and teachers to leave.

### Why he chose The Times



Charles Thrower, a civil servant from Farnborough, Hampshire, had become fed up with *The Daily Telegraph* over the years and he and his wife decided to switch to *The Times*.

"Even if it was at the old price, I would have carried on buying it," Mr Thrower said. "It's a comfortable size. It's news coverage and letters page are better and I enjoy Clement Freud on the cricket. I wish I'd done it years ago."

## Police fear citizen patrols may encourage vigilantes

By RICHARD FORD, HOME CORRESPONDENT

POLICE leaders gave a warning last night that vigilantes may be encouraged if the Home Office lets neighbourhood watch members patrol the streets.

As more security firms are employed by local authorities and private housing estates to operate patrols, the Police Federation spoke of the danger of hiring off some police duties to private companies.

The federation, which represents 120,000 rank and file police officers, criticised the plan by Michael Howard, the Home Secretary, to allow neighbourhood watch patrols and the short timetable for a review of the police service's core functions.

"We accept that property run and active neighbourhood watch schemes can assist the police. We are totally opposed to patrolling, uniformed or otherwise, by members of

volunteer groups. The dangers of vigilantism are obvious," the federation said at a press conference.

Its opposition to voluntary patrolling threatens further confrontation between Mr Howard and the police, whose senior officers are strongly opposed to his plan. The Home Office is consulting the Association of Chief Police Officers about voluntary patrols.

Mr Howard believes a new partnership between the police and public can help curb crime. But ministers will be cautious in suggesting that the drop in recorded crime in 1992-93 by 0.9 per cent means that the tide is turning.

The figures, to be announced today, show that recorded crime fell for the first time in five years to just under 5.4 million offences. Senior police officers believe that the drop reflects the success of

local initiatives in which particular crimes and areas are targeted.

In key target areas such as car crime there was a drop of about 1 per cent, a reflection of greater attention to security by manufacturers and a government campaign to heighten awareness of thefts of and from cars.

Some of the biggest decreases in thefts from cars came in large urban areas such as Cleveland (2.5 per cent), Merseyside (2.5 per cent) and Greater Manchester (9.8 per cent).

But the figures will also show a 13 per cent rise in rapes to just over 4,000.

It is the tenth successive year that rapes have increased, but criminologists believe that it reflects a greater willingness by women to report attacks to police, who are more sensitive in dealing with sexual attacks.



Susan Maxwell: found in woods

## Driver who found body panicked

By PAUL WILKINSON

A LORRY driver who stumbled across the body of Susan Maxwell was so horrified that he panicked and ran away, he told the Robert Black trial yesterday.

Arthur Meadows did not contact police until much later that day, enabling them to recover the remains of the 11-year-old girl. She had vanished from near her home in Cornhill on Tweed, Northumberland, two weeks earlier in July 1982.

Mr Meadows said he had parked his van in a lay-by near Uttoxeter, Staffordshire, to take a short-cut through some woods to a friend's house near by. "I squeezed through a gap in the hedge and walked along a thin path. I saw a crater in front of me and I was frozen with fear. I could see a pair of white socks on what looked like a dummy or something. At this point I just turned and ran away. I did not touch anything I had seen or disturb the scene in any way. I just ran."

"I tried to tell myself afterwards it was a dummy and not a body. I didn't want to believe what I had seen. Because of that I didn't contact police until later that day."

Robert Black, 47, of Stamford Hill, north London, denies nine charges including the kidnapping and murder of Susan Maxwell, Caroline Hogg, 5, from Portobello, Edinburgh, in July 1983, and Sarah Harper, 10, from Morley, West Yorkshire, in March 1986. He also denies kidnapping Theresa Thornhill, 15, in Nottingham, in April 1988. The trial continues today.

## Seizures of fake bank notes treble

By STEWART TENDLER  
CRIME CORRESPONDENT

POLICE seizures of counterfeit British bank notes almost trebled last year to £18 million, according to figures released yesterday by the National Criminal Intelligence Service.

Operations often linked to the drug world also yielded US notes with a face value of \$10 million, and fake Dutch guilders and German marks.

Yesterday detectives were still counting a haul of notes taken from a printing works in Islington, north London, which could have a face value of up to £15 million.

Four men will appear at Redbridge magistrates' court, Essex, today charged with conspiracy to contravene the Forgery and Counterfeiting Act.

The notes came in denominations of £50, £20 and £10.

Officers from the south-east regional crime squad also found bundles of forged Irish, Spanish, Nigerian and Romanian currency.

Seizures of counterfeit money have risen from £900,000 in 1990 to £4 million in 1991 and £5 million in 1992.

The true scale of what reaches the public is not clear. A survey by the British Retail Consortium, representing 54,000 shops, earlier this year estimated losses to be only £300,000 per year. One reason is that a great deal of fake money is seized close to its

source. Det Sgt Steve Putnam of the National Criminal Intelligence Service's counterfeit currency team, said that counterfeiters ranged from opportunists who used modern colour copying machines to sophisticated criminals with sophisticated technology.

The days of the talented artist working at an engraving plate have disappeared. Now counterfeiting equipment includes colour negatives for machinery that can cost thousands of pounds to buy.

The forgers will include watermarks and imitate security strips but bank note

paper is hard to obtain or to print on. Although many retailers use ultra-violet machines to detect counterfeit notes, these do not always pick up fake money, and Mr Putnam said that shopkeepers and counter staff should always make other checks such as looking at the quality of the paper.

Five men, including two Dutchmen, were yesterday being questioned by the south-east regional crime squad after 90 kilos of the drug Ecstasy worth £6 million and £1 million worth of counterfeit Spanish pesetas were found in Ilford, Woodford and Chigwell, all Essex.

A spokeswoman said the raids were not connected with the seizure of forged notes and printing equipment in north London.

## Disney toy sells for £18,000

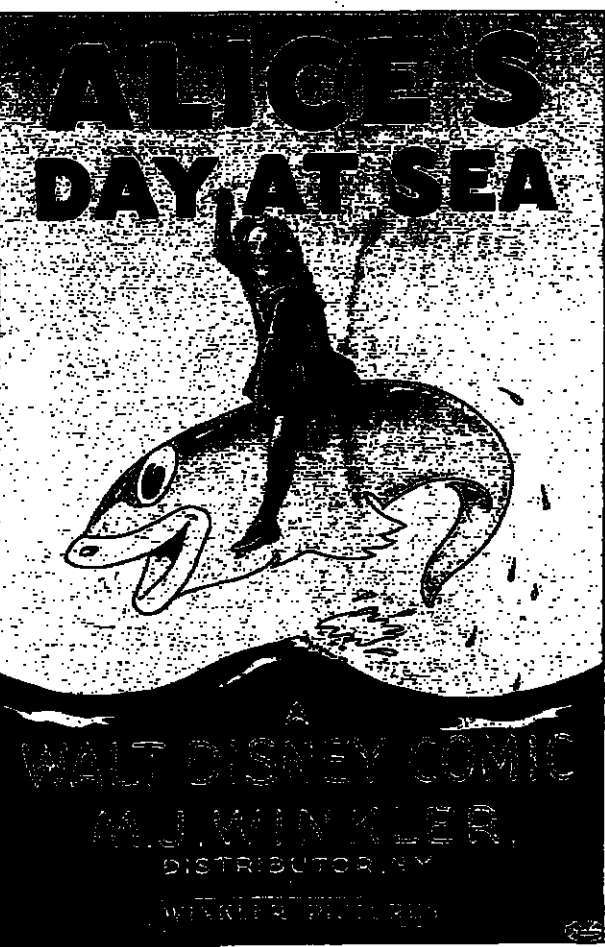
By JOHN SHAW

A WALT Disney musical box, bought for 2s 6d (12½p) in Suffolk in the 1930s, sold for a record £18,150 at Christie's, South Kensington, yesterday.

It showed Mickey Mouse playing a barrel organ with Minnie sitting on top. When the music played, Minnie danced. The plaything, in its original box with the price on the side, went to an American collector.

Neil Jeffries, 34, said his father Brian, 63, planned to spend some of the money on a holiday in the United States. He said the barrel organ was bought for his father when a child. He was allowed to play with it for only a short time on certain occasions.

The only poster for Walt Disney's first film to appear at auction sold for £22,100. *Alice's Day at Sea*, a mix of real-life photography and animation made in 1924, was sold with a contemporary letter describing the film's background, which made £8,250 — both auction records.



Poster of *Alice's Day at Sea*, which made £22,100

## Bentley's buy and sell the loveliest jewellery

Bentley & Company, the antique jewellers of Bond Street, are seeking to increase their stock of antique and fine period jewellery and silver by buying privately. Enquiries are treated with courtesy and discretion by their buyer at 8 New Bond Street, London W1. For an illustrated compendium of their exquisite pieces for sale, please telephone 071-629 0651.

## BBC will film exile's return

By EDWARD MARRIOTT

THE BBC has won the exclusive right to film the return of Alexander Solzhenitsyn to Russia next month from his 20-year exile.

The corporation will film his family's departure from their home in Vermont, their arrival in Moscow, and his first weeks back home.

The writer replied immediately to a letter from the corporation two months ago. Although he had received "a number of offers from other prominent television companies", he said it was the BBC's "professional reputation and authority" which made him accept its offer. The

BBC said it had not offered to pay Solzhenitsyn for the documentary, which will be screened next winter.

Solzhenitsyn, 75, was expelled from the Soviet Union in 1974 after 11 years in prison, labour camp and internal exile. Those experiences coloured and in fact his novels *One Day in the Life of Ivan Denisovich*, which until 1989 was Solzhenitsyn's only novel that was legally available in the Soviet Union, and *Cancer Ward*.

However, it was the overseas publication of his factual account of political repression, *The Gulag Archipelago*,

that triggered his expulsion. Since moving to the United States he has mainly worked on his historical novel-cycle *The Red Wheel*, which is now published and runs to 5,000 pages.

Even at the height of the Cold War, he never doubted that he would one day return. His homecoming is eagerly awaited. In a recent St Petersburg poll, 48 per cent said he would make the perfect Russian president. However, Solzhenitsyn, who will live near Moscow with his wife Natalya, has said repeatedly that he has no desire to hold political office.

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Former home of London's leftwing politics may become tourist magnet

## Branson joins Japanese in £150m plan for County Hall

BY RACHEL KELLY, PROPERTY CORRESPONDENT

RICHARD Branson has teamed up with the Japanese owners of County Hall, London, to transform it into a £150 million, 570-bedroom hotel and family entertainment centre.

The Japanese property company Shiryama Shokusan bought the 1.5 million sq ft site, the former home of the Greater London Council on the South Bank, in 1992 for £65 million. Mr Branson said yesterday that his Virgin Group had formed a £10 million joint company with Shiryama to develop and manage the site, which will become Virgin's key hotel in the capital.

"We will not own the bricks and mortar, but get our profits out of managing the development," Mr Branson said. The Virgin Group already has hotel interests, including the 74-acre Necker Island in the British Virgin Islands.

The development will include a virtual reality entertainment centre, an aquarium and sea life centre, a museum, library, restaurants and a conference and exhibition centre, that would rival Disney centres, Mr Branson said. Three quarters of the bedrooms will look across the Thames to the Houses of Parliament.

Mr Branson said: "We believe this development will be the first step in bringing the Thames back to life at the heart of London. The commencement of fast rail services to key European cities direct from Waterloo International this autumn will now be complemented by the quality of facilities which visitors to capital cities deserve."

The scheme dovetails with Mr Branson's other interests in transport, leisure and rail and airline travel. There will be check-in facilities for Virgin Atlantic and other airlines.

The accent of the County Hall project, overlooking the

Houses of Parliament, will be on family facilities, leisure and entertainment, Mr Branson said. "Each bedroom will be large enough to have children sleeping in the same room if families wish it."

The first phase of the development is expected to be complete next year and the whole project should be finished within two years. Initial work, removing asbestos and pulling down partition walls, has been completed since builders moved in last November.

Mr Branson said that the building would be restored and its historic features preserved. The former GLC council chamber and the former first-floor offices of Ken Livingstone, the last leader of the GLC, will become parts of a business conference centre.

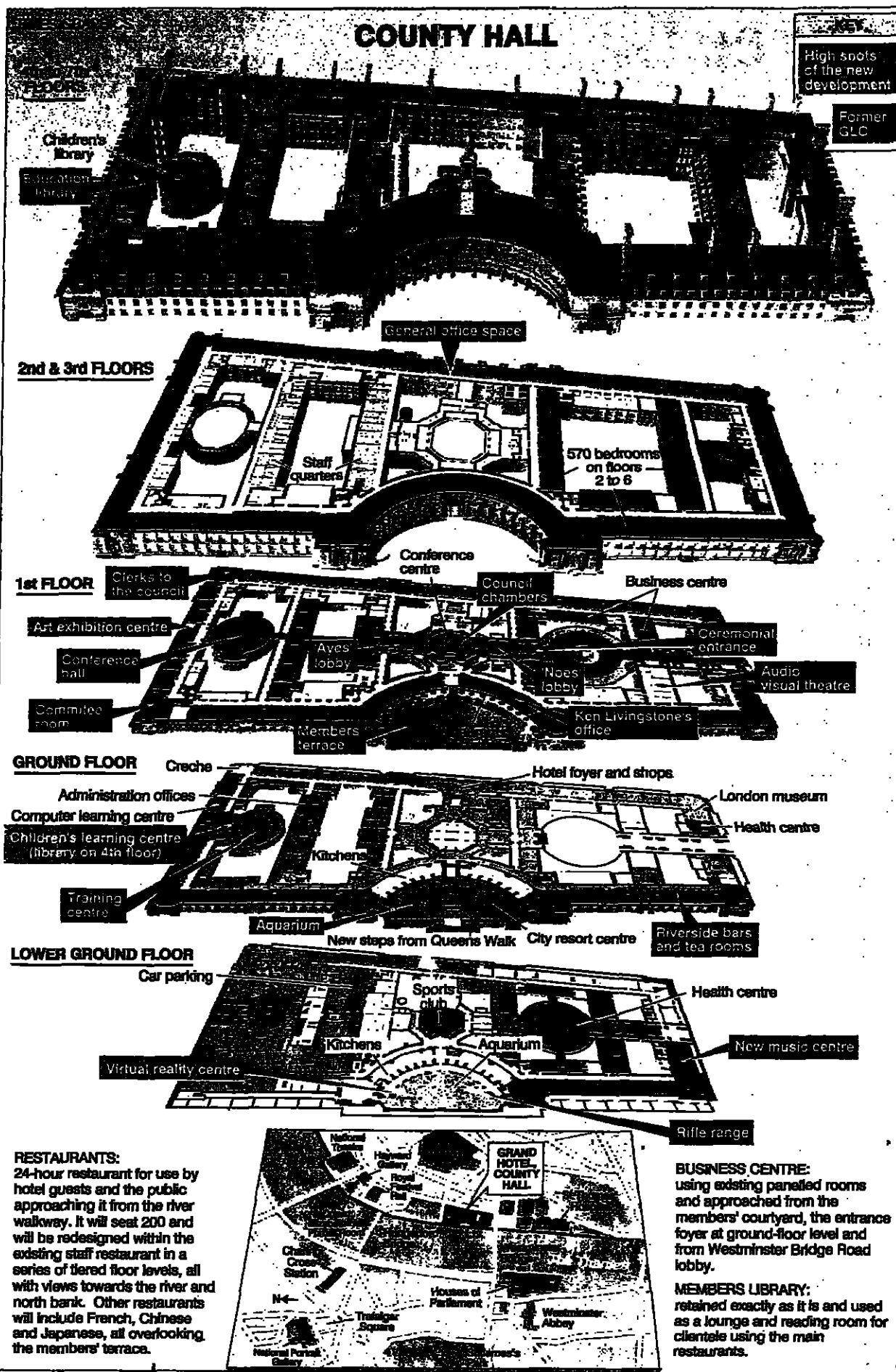
County Hall was designed by the architect Ralph Knott and built between 1908 and 1922. When it was opened by George V as a home for the London County Council, it was praised for its elaborate arches, distinctive marble and 3,000 windows. But the octagonal council chamber was initially dubbed "the hall of murmurs" because of poor acoustics.

The Greater London Council, which succeeded the LCC, was housed in County Hall from 1965 until its abolition in 1986. Under the council's flamboyant leadership by Mr Livingstone, the hall became a symbol of left-wing opposition in Mrs Thatcher's Britain. Mr Livingstone used to display the monthly London unemployment figures on the walls.

The Inner London Education Authority was the last to use County Hall, until its own abolition in 1990.

The London School of Economics tried to acquire the building in 1992 but was beaten by Shiryama.

Leading article, page 15



## Hard times force Royal Opera to cut prices

BY ALISON ROBERTS, ARTS REPORTER

THE Royal Opera House has pledged to reduce the cost of its tickets at the first opportunity as its policy of high seat prices shows signs of failing.

Ten years ago a seat in the stalls cost £37; today it costs £102, a 75 per cent rise taking into account inflation. Opera tickets at Covent Garden are the second most expensive in Europe, behind those at the Salzburg Festival.

In the late 1980s, Covent Garden raised its prices in the well-founded belief that people could afford them. Now it is forced to discount tickets for new and unfamiliar operas, a strategy it can ill afford. The opera house finished with a £400,000 surplus in the last financial year, but is still burdened with a £1.4 million deficit.

Jeremy Isaacs, director-general of the ROH, has called on Lord Gowrie, chairman of the Arts Council of England, to reverse the policy of "devolution of funds away from London and the national companies". He said: "If we were to succeed in getting a substantial increase in our grant we would deploy it on reducing seat prices and tickets that we are finding difficult to sell."

The Arts Council's grant to the ROH has declined by 18.3 per cent over the past four years, but each seat is still subsidised by about £24. Many, in the arts world and beyond, will ask whether those who can afford to pay £100 a seat should expect heavier subsidy.

If the Arts Council does not increase its grant — currently £19.5 million — seat prices will have to rise again or new operas and those by British composers will be sacrificed.

The whole issue raises the question of whether Britain can sustain an international opera house if the Government is not willing to match the subsidies enjoyed by European counterparts.

Sir Angus Stirling, chairman of the ROH, said: "It's the duty of the Arts Council to make the arts more accessible to the public and we need more subsidy. We feel very strongly we should like to do everything we can to bring seat prices down."

## Pensioners' gardening crimewave

Pensioners were found to be at the root of a spate of thefts from a garden centre after a tagging system was installed. The Endsleigh Garden Centre in Ivybridge, Devon, has caught almost 200 shoplifters, 75 per cent of whom are aged over 60.

"Sadly, the pensioners see themselves as such regulars they feel they are entitled to some sort of discount, and whatever they can steal is that discount," Adam Taylor, who works at the centre, said.

The culprits either agree to have their picture taken and be banned or are handed over to the police. "The most embarrassing incident for us was when we caught a former prison officer who is a close friend of our shop manager," Mr Taylor said.

## MP's inquest

The inquest into the death of Bob Cryer, 59, Labour MP for Bradford South, was opened at St Albans coroners' court. He died in a car crash on the M1 in Hertfordshire on April 12. The inquest was adjourned pending police investigations.

## Wife forgiven

Diane Sladek, who threw boiling wax over her cheating husband's genitals, was given a suspended sentence at Teeside Crown Court after her husband campaigned for leniency. She was ordered to pay him £1,500 compensation.

## Bomb found

Bomb disposal experts were called to a house in Leonards, Lincolnshire, after three brothers found a 28lb unexploded practice bomb.

## Golden buy

The first Bronze Age gold necklace to be found in Britain has been bought by the City and County Museum in Lincoln for £60,000.

## HIV attacker

A mugger who threatens to inject victims with the AIDS virus has struck for the sixth time in a month at Bristol.

## Cell death

An enquiry has been launched after a man was found hanged in a police cell in Northwich, Cheshire.

## Food giants suffer setback in war on supermarkets' own-brand goods

BY ANDREW PIERCE

A CAMPAIGN by leading food producers to restrict the increasingly sophisticated range of "look-alike" own-brand products on supermarket shelves suffered a setback last night. The Government said it would not be rushed into legislation.

A powerful lobby of producers is pressing for legislative protection in the Trade Marks Bill, which was given a second reading in the Commons yesterday, against retailers' "copycat" own-brand products, which are about 10 per cent cheaper.

The producers, Allied-Lyons, Grand Metropolitan, Mars, Nestlé, Procter & Gamble and Unilever, have joined together publicly for the first time to press their case against British retailers such as Sainsbury and Safeway in a move that could cost consumers dearly — as much as £600 million a year.

But the Government indicated it would not be pushed into an early move. Patrick McLoughlin, Trade and Technology Minister told the Commons that ministers had not yet taken a view on calls from the British Brand Owners and Producers Group for action.

He said consultations on the issue would continue, but added: "At this stage we do not believe this is an issue that can be addressed under trade marks legislation."

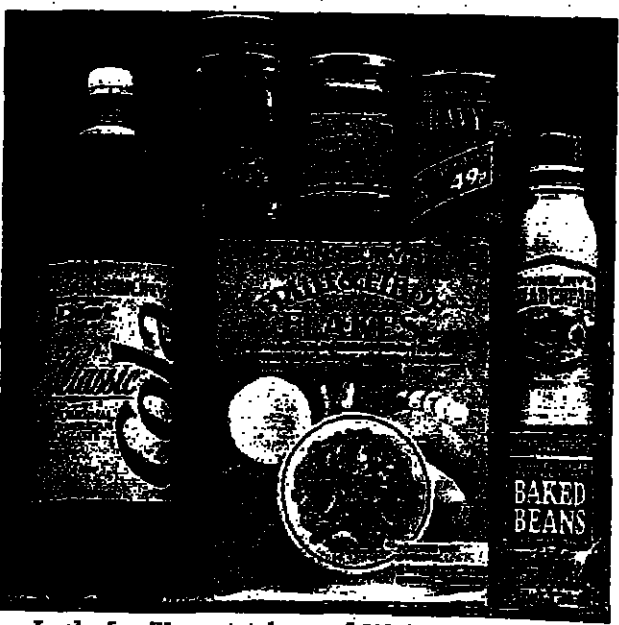
Mr McLoughlin's comments were welcomed on all sides of the House. One Tory backbencher, Dame Peggy Fenner, said there would be "considerable relief" that the Government did not believe the issue formed a part of the bill. For the Liberal Democrats, Malcolm Bruce said major food manufacturers like Kellogg's remained brand leaders because people who were perfectly capable of making a rational choice, wanted to buy their products.

But a fierce lobbying operation will begin when the amendment to the bill is discussed at committee stage. Consumer organisations, such as the National Consumer Council, are leading the opposition to the retailers.

Big brand manufacturers are



The real thing: this shopping basket costs £15.29



Looks familiar: a total cost of £10.65, saving £4.64

demanding protection against the "look-alikes" which, although they are not direct copies, imitate closely the packaging and design of the branded products.

James May, director-general of the British Retail Council, said: "I fear some of these big producers give donations to Tory funds. But any MPs who support this amendment will

have to tell their constituents why they are supporting legislation which could cost voters 25 per cent a week on their weekly shopping bill.

"These producers have to stop behaving like King Canute and wake up to the fact the world has changed since they started marketing their brand products 40 years ago. Consumers, particularly since

the recession, are looking for value for money.

"They like the fact own-brands are made to look like the brand products. The producers must remember: if consumers find that the own brand product does not clean clothes as well or taste so good, they will not buy it. It is called competition."

Dr John Beishon, chief executive of the Consumers' Association, said: "This amendment appears to be an invitation to stamp out every last trace of serious competition from own-label products. We have seen no evidence of confusion on packaging and labelling, as suggested by some manufacturers. Shoppers can effectively wave goodbye to value for money."

"The very essence of competition would be stifled. It is simply aimed at protecting manufacturers."

Research by the British Retail Consortium shows eight in ten shoppers deny being confused by the retailers' own label equivalent. More than half found the similarities useful. The findings of the research, carried out by Mori among 514 shoppers who buy own label products, were being sent to MPs before the Commons votes on the amendment.

Own brands are becoming increasingly sophisticated, especially at Sainsbury's which yesterday launched its own Classic Cola in direct competition to its more illustrious American counterpart. The packaging is similar, the logo looks familiar, but they diverge on the price by about 25 per cent.

The consortium sent a letter to the House of Lords in February to press its case. It said: "We consider that the Trade Marks Bill provides an opportunity to introduce into UK law for the first time an effective remedy against this form of unfair competition and place our law on an equal footing with our European partners."

The threat from the own-label products is stronger in Britain than the rest of the world. They account for about 30 per cent of grocery sales, compared with 15 per cent in the US.

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## Army risks 'friendly fire' due to deafness

By JEREMY LAURANCE  
AND ROGER DOBSON

ALMOST one in three soldiers are so hard of hearing they cannot hear the enemy coming, according to a military expert.

Many soldiers have had their hearing damaged by exposure to gunfire or explosions. The loss of hearing could cause fatal accidents or expose units to the risk of attack, says Major John Bennett, an army surgeon and ear, nose and throat specialist.

Major Bennett, writing in the *British Army Review*, says: "The consequences of misinterpretation of orders over a radio can be disastrous. At foot-soldier level the handicap may be no less severe. For sentries it is important to be able to hear the rustling of foliage and the cutting of wire."

He said the noise of firearms, such as an assault rifle, were the chief culprits and in some cases hearing damage had been noted after a single shot.

Major Bennett said: "If you misinterpret 'nine' and 'five' on a grid reference you end up bombing your own troops. No one has seriously looked into this. Military communication is very important if you are bringing down artillery fire or ground attack aircraft."

## Scientists launch clothes with sun protection factor

By JEREMY LAURANCE, HEALTH SERVICES CORRESPONDENT

SUN-proof beachwear could become as common as rain-resistant anoraks following the discovery by scientists that pulling on a shirt or skirt in the sun may not be enough to protect the wearer from burning.

Tests by scientists at the National Radiological Protection Board have shown that the protection offered by clothes varies widely, depending on the material, colour and style. In some cases, clothes offer less protection than high-factor sunscreens.

The Health Education Authority yesterday launched the first range of clothes labelled with sun protection factor levels. Made by RAW Clothing, the range includes densely woven cotton T-shirts with a protection factor of 30, compared with a normal T-shirt which has a protection factor of 10.

Evidence from Australia showed that people could get sunburnt while wearing a shirt, said Dr Alastair McKinlay, director of the non-ionising radiation department at the National Radiological Protection Board.

Clothes should be labelled with their protection factors, as sun screens are, but a standard method of measurement was required, he said.

Dr Jacky Chambers, director of Public Health at the HEA, said that clothes la-

belled with protection factors would be in the shops within 18 months. They are already widely available in Australia, where skin cancer has reached epidemic levels.

Dr Chambers said that it was important to cover up in the sun, especially at midday, when the ultraviolet light which causes burning is at its most intense.

Densely woven clothes in darker shades provided the most protection. Clothes made of cheesecloth or airtex materials, or with an open weave, provided the least protection. Lightweight fabrics with a close weave could provide more protection than heavier ones with a loose weave.

Fabrics such as cotton which absorb water may lose up to 50 per cent of their protection when wet. Putting a T-shirt on a child on the beach was better than nothing but might not be enough, Dr Chambers said.

Children are especially vulnerable to sunburn, which can increase their risk of skin cancer later in life.

The greater the stretch in the fabric the lower the protection. However, Lycra, the most common material used in swimsuits, retains its high protection rating even when wet.

Baroness Cumberlege, the junior minister of health, said that 30,000 cases of skin

cancer and 2,000 deaths a year was too high a price to pay for turning a darker shade of pale.

"Ever since Coco Chanel sashayed down the gangplank after a holiday cruise sporting a golden tan, much of the western world has had a mania for burning itself to a crisp."

Halting the rise in skin cancer would involve "a fundamental change in attitude to the desirability of a tanned appearance", she said. "Quite literally, it is not worth dying for."

About 4,500 people are diagnosed each year with malignant melanoma, the most serious form of skin cancer, twice the number 20 years ago.

It is now the commonest cancer in the under-30s. Many cases are thought to be caused by bad sunburn in early childhood.

Women are nearly twice as likely to be affected as men. Most men develop the disease on their trunk and face. In women the most vulnerable sites are the legs and arms.

□ Britons spent £577 million on skin care lotions and potions last year, but the figure will have risen to £700 million by 1998, according to a new report by Datamonitor, the London-based analysts.

Body and Mind, page 13



Marie Helvin helping to model the new sun protection-rated clothes in London, yesterday

## Bottomley 'not seeking ministerial transfer'

By A STAFF REPORTER

VIRGINIA Bottomley is not seeking a move from her high-profile job as Health Secretary, it emerged yesterday.

Reports that she is pressing for another Cabinet post after a series of mishaps in the last week were wide of the mark, according to one source. "She is certainly not manoeuvring in that direction. She puts duty first and the Prime Minister is full of praise for her, particularly over the patient's charter," the source said.

Mrs Bottomley has been at the Department of Health since 1989, first as a minister and then secretary of state after the 1992 General Election. Like her predecessors, she has found arguing the Government's case for the internal market, self-governing trust hospitals and budget-holding GPs to be a political bed of nails.

The controversy over rationing health care erupted once again last Thursday after claims that care was being denied to the over 65s.

However, if Mr Major does choose to move Mrs Bottomley this summer, the Department of Education or even chairmanship of the Conservative Party could provide her with new challenges.

The embattled Health Secretary, a regular blood donor, yesterday gave a half-litre at the Health Department's London HQ to launch the National Blood Authority, which is to take over management of all blood supplies in England.

## Cancer 'cure' trials imminent

By NIGEL HAWKES, SCIENCE EDITOR

A NEW gene therapy for cancer that has shown impressive results in animal experiments could go into clinical trials later this year.

The method, developed at the Department of Molecular Medicine at King's College School of Medicine and Dentistry in London, uses the body's own immune system to destroy the cancers. To make the tumours vulnerable to killer cells in the immune system, they are first modified by genetic engineering.

Even if only a few of the cancer cells are modified, the

immune system is "unleashed" and then attacks the whole of the tumour, according to Dr Farzin Farzaneh, head of the department at King's. He was speaking at the opening of the Dixon's Gene Therapy Laboratory at the department yesterday.

Once modified, the tumour cells are multiplied, irradiated to ensure they are harmless and then injected back into the patient.

So far, the system has been tested in mice, where in about 40 per cent of those treated tumours have been completely

rejected. But approval must be sought from regulatory authorities before the treatment can be tried in humans.

□ Last week it was disclosed that an unnamed Australian medical research worker suffering from malignant melanoma had become the first person to be treated with a genetically-engineered vaccine made from his own cancer cells. He was "brought back from death's door" by the treatment, *New Scientist* reported.

Leading article, page 15

## KEENE on CHESS

By RAYMOND KEENE  
CHESS CORRESPONDENT

### Kremlin all-stars

Six of the world's top seven players (Anatoly Karpov is playing in Spain) will be competing in the first leg of the Professional Chess Association grand prix speed tournament in Moscow this week.

The venue is the Kremlin, the first time a chess competition has been played there. Ten players have already been seeded through to the knockout stage, which commences towards the end of the week. They are: Garry Kasparov (Russia), Vishy Anand (India), Alexei Shirov (Latvia), Vassily Ivanchuk (Ukraine), Vladimir Kramnik (Russia), Gata Kamsky (USA), Nigel Short (UK), Michael Adams (UK), Jan Timman (Holland) and Viktor Korchnoi (Switzerland).

These top seeds will be joined by a further six players who will qualify through a preliminary knockout. It is an ironic comment on the upheavals in the international political arena over the past years that Viktor Korchnoi, who defected from the USSR in 1976, was subsequently declared a non-person, and written out of their chess textbooks, has now returned to Moscow to play in the Kremlin itself. To celebrate Korchnoi's triumphant return here is a quick win against Karpov from a time when both of them were still Soviet grandmasters.

White: Viktor Korchnoi  
Black: Anatoly Karpov  
World Championship Candidates Final, Moscow 1974

### Queen's Indian Defence

1	d4	Nf6
2	Nf3	b6
3	c3	Bb7
4	Bg2	Be7
5	O-O	O-O
6	Nc3	O-O
7	Qc2	O-O
8	d5	exd5
9	Ng5	Nd6
10	Ned5	g6
11	Qd2	Ned5
12	Bxd5	Rb6
13	Nd4	Ra6
14	Ch6	Na5
15	Ng5	Bc5
16	Bc5	Og5
17	Og5	Bd5
18	O-O	Bd4
19	14	Black resigns

### Diagram of final position

Chess will return to television on Saturday May 14 when the Channel 4 team which covered the Times World Chess Championship at the Savoy in London last year will broadcast the highlights of the Moscow event.

Winning Move, page 48

## Psychiatric unit should be replaced, says report

A PSYCHIATRIC unit where an occupational therapist was stabbed by a patient should be replaced, an independent review said yesterday.

The Edith Morgan Centre was "seriously prejudicial to effective mental health care and should rapidly undergo plans for modification", the report said.

Ten patients or recent former patients committed suicide in the year to June 1989 at the eight-year-old centre in Torquay, run by South Devon Health Care Trust. Last September Georgina Robinson, 26, died five weeks after being stabbed by Andrew Robinson, 36.

The review said the centre should be replaced by separate facilities for different people. It said planning should start on moving inpatient facilities away from Torbay Hospital, where the centre is situated.

The recommendations were among 41 by the three-member team, chaired by Sir Louis Blom Cooper QC, called in by the trust to review the standards of mental health care in South Devon. Tony Boyce, trust chairman, said a project would now be set up to modify the centre in the short term.

□ A patient who had been told his treatment for arthritis was being stopped because of his age has been told that his case will be reassessed.

Johnnie Gray, 73, of Brighton, who has chronic arthritis, said that when his regular physiotherapy was discontinued at Newhaven Downs Hospital, East Sussex, he was told that his age was the reason. He said yesterday: "I'm going to meet the boss of the Brighton Health Trust tomorrow to talk things over."

Stuart Welling, chief executive of the trust, said: "Mr Gray is going to have a case conference to discuss his treatment. It will be attended by his doctor, two officers from the physiotherapy department and a consultant rheumatologist. If they think physiotherapy is appropriate that will happen. If it is something else then that will take place."

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# MPs seek to protect small shopkeepers

BY NICHOLAS WOOD, CHIEF POLITICAL CORRESPONDENT

MEASURES aimed at curbing the powers of council inspectors to shut down small firms and shops are being planned by a group of Conservative MPs.

In a move that could embarrass ministers, the MPs are saying that the Government's Deregulation Bill does not go far enough and should be given more teeth. They want businesses to be given the right to apply for a stay of execution when faced with big bills to comply with the "letter of the law". The "cooling-off period" would be used to try to find a compromise.

Nirj Deva and John Sykes, two of the Tories on the Commons committee scrutinising the Deregulation Bill, said last night that they had the support of several other Tory MPs on the committee as they prepared to table amendments this week for debate at the end of the month.

Mr Deva, MP for Brentford and Isleworth, cited the case of

a Suffolk shellfish shop threatened with closure after 58 years' successful trading. The owner could not afford the chilled display cabinets and new tiles that the local environmental health officer said were necessary to comply with new food hygiene regulations.

Mr Deva said: "We want to give extra teeth to the Deregulation Bill. It does not go far enough to protect small firms from heavy-handed officialdom. There are hundreds of cases where [environmental health officers], trading standards officers and planning officers use a sledgehammer to crack a nut."

The amendments would require inspectors to act proportionately as well as reasonably. The MPs say it would make it harder for them to bully firms for a technical breach of the rules. Aggrieved shopkeepers would be given the right to apply to a magistrates' court for a stay of execution of a few weeks when

ordered to improve their premises or face closure. That time would be used to reach a compromise. But, as a public safeguard, inspectors would be able to apply immediately to the court for a closure notice where there was a serious health risk.

The Department of Health said last night that normally environmental health officers had to go through several stages before they could shut down a firm. "Things would have to be pretty dreadful for them to act immediately."

Under the existing law, health officers can issue emergency prohibition notices without first applying to a court if there is an imminent health risk to consumers. They also have the right to take samples or photographs, serve improvement notices, seize suspect food and, in serious cases, prosecute shopkeepers. Courts can close down premises and fine or imprison offenders.

## City offers hope of safe haven for Tories

BY ANDREW PIERCE

WITH the Tories facing humiliating losses in London in the May local elections, John Major may find unexpected salvation in Wolverhampton.

Dominated by Labour for 20 years, control of Wolverhampton Metropolitan Borough Council unexpectedly slipped into the hands of the Tories, with the support of three Liberal Democrats, in May 1992.

Then, the Tories won on the back of Mr Major's surprising general election victory the month before. This time Labour should have expected to romp home. But the Tory-led council, a model for Thatcherite contracting-out, seems likely at least to hold on to its gains. It has cut the council tax to one of the lowest average levels in the country, £265, and attracted more than £200 million in private investment in two years.

The party now has high hopes of winning outright control. Labour holds 29 seats, the Tories 28, the Liberal Democrats three. Because of a quirk in the voting system the Tories are defending only six seats, which are among their safest. Labour is defending 14. Wolverhampton Tories, led by the wily Bill Clarke, a retired schoolmaster, are running a shrewd campaign. John Major, VAT on fuel and tax rises



The pedestrianised centre of Wolverhampton, focus of controversy in the last council elections

are never mentioned. The council's own annual survey of residents showed a 91 per cent satisfaction rating with the way the local authority is run.

Labour faces an uphill task and is hampered by memories of its earlier reign. The biggest issue at the 1992 local election was a series of large red, green and black plant tubs, which the Labour council had placed throughout the Victorian city centre as part of a pedestrianisation scheme. Mr Clarke said: "They were symbolic of the way Labour threw local people's money away on daft schemes. Residents were scandalised. One of our first acts was to banish them from the city."

Norman Davies, 58, the Labour leader, is still pained

by the mere mention of the tubs. "They never cost much money. They did not cost us control," he said. "We always were a well run Labour council, we were not profligate, or loony left. The Tories stirred up trouble where there was none. Well now that factor has gone."

There is no one issue which divides the parties this time round. The Tories' decision not to fund public pay rises, other than through efficiency savings, has helped to keep down the council tax. It has also put at risk up to 100 teachers' jobs, according to Labour, a charge the Tories deny. But the issue has not electrified the electorate. John Smith and Robin Cook are going in for Labour, Michael Heseltine is being flown in for

the Tories. Mr Davies admits that it is going to be tough.

But Mr Clarke has different ideas: "John Major and this Government desperately need some good news. We can provide it. Wolverhampton wants to take over from Wandsworth and Westminster as the new standard-bearers come May 5."

Mr Major should not be too heartened, however. If Wolverhampton Tories succeed it is because they have kept the campaign to local issues. Shoppers in the town centre were not impressed with the Government. Madeline Harper, 42, said: "The local Tories keep our bills down but John Major puts our taxes up. I'm staying with the Tory council but would vote against the Government."



Clarke: "We can provide good news for Major"

## Commons backs school games

BY ROBERT MORGAN, POLITICAL STAFF

IAIN Sproat, the Sports Minister, received widespread support for his proposals to increase sport in schools when questioned about them in the Commons yesterday. MPs from all sides endorsed his plans, but Mr Sproat made it clear that, although he wanted more team games, that was

not to the exclusion of individual sports.

Tom Pendry, the shadow Sports Minister, complained that many former sports grounds were now under concrete because of government policy of selling them off. He urged Mr Sproat to persuade the Education Department to

stop this policy. Simon Coombs, the Conservative MP for Swindon, said that if the country was not to wait for another 59 years to see England cricketers win in Barbados, it was not only necessary to preserve existing playing fields, but to provide more facilities.

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## Labour 'twisting and turning'

BY NICHOLAS WOOD, CHIEF POLITICAL CORRESPONDENT

JACK Straw, the shadow Environment Secretary, was accused yesterday of "twisting and turning" over council spending. Sir Norman Fowler, the Tory chairman, said that on four counts Mr Straw had been proved wrong.

□ His league table purporting to show Tory councils with the highest levels of debt had omitted the 12 most profligate, 11 of which were Labour-run.

□ His claim that average

council tax bills were the fairest way to compare authorities had been criticised by independent experts.

□ His figures apparently showing that bills had risen faster in Tory districts ignored the impact of Labour-controlled county councils.

□ His claim that the system of Whitehall grants was rigged against Labour town halls was not supported by independent experts.

Harriet Harman, the shadow Chief Secretary, focused on national issues by highlighting the Tory "betrayal" of the central promise of their 1992 election campaign. "The issue of tax has destroyed the Tories' credibility," she said. "In 1992, they told the electorate they would cut taxes. Now, as we approach the local elections of 1994, people are seeing their promise betrayed with the biggest tax hike in history."

## Poll setback for plan to sell off Post Office

BY PHILIP BASSETT  
INDUSTRIAL EDITOR

MINISTERS' concern over the sensitive issue of privatising the Post Office will be heightened today by new poll evidence suggesting that even a majority of Tory supporters are opposed.

Michael Heseltine, President of the Board of Trade, is trying to persuade ministerial colleagues to go ahead with the privatisation after a 22-month-long review of the Post Office's future, though other ministers are concerned about the political impact of what they believe will be an electorally unpopular move.

They will seize on poll findings today which suggest strong public opposition to privatisation. Sixty-eight per cent of a representative sample of more than 2,000 people interviewed last month by MORI for the communications union, UCW, opposed privatisation, with only 17 per cent in favour; 15 per cent did not know or had no opinion.

Although 79 per cent of Labour supporters unsurprisingly opposed privatisation, what will concern MPs is that 53 per cent of Conservatives were against it. Seventy-four per cent of Liberal Democrat supporters are also opposed.

More than two-thirds believe that increased competition would lead to higher postal charges and three-fifths are sceptical that the quality of services would improve.

As many as 81 per cent believe that the Post Office should be kept in public ownership, but given more powers to develop and expand its services.

□ Postal workers in Liverpool yesterday agreed to end their six-day strike which paralysed postal services in the area after a suspended postman was allowed to return to work and assurances were given that he would receive a fair hearing.

## In Parliament

Commons (2.30): Questions: Employment; Prime Minister; Finance Bill, report, first day. Lords (2.30): Social Security (Incapacity for Work) Bill, committee, first day.

## Britain retrenches in the face of Serbian shelling

The Gorazde shambles has at last forced the Government to come to terms with the contradictions of its recent Bosnian policy. Most ministers have never really believed in the expanded military action of the past few weeks, but have gone along because of the pressures of allies and following the initial success of Lieutenant-General Sir Michael Rose in Sarajevo. They never thought that such action could change the course of the fighting.

The limitations of this approach have now been brutally exposed. The Bosnian Serbs have always called the bluff on resolutions and diplomatic efforts not backed by force. Malcolm Rifkind yesterday underlined Britain's doubts about the ambiguities inherent in United Nations Security Council resolution 836 on protecting the safe havens. Reflecting the view of the defence staff, he repeatedly pointed to the practical limits of defending them by air power alone without a commitment of ground troops on a scale which no country has been prepared to make.

So there was at least an implicit "we told you so" in yesterday's British comments. Britain should have been more open about its doubts from the start, as Mr Rifkind and others were during the winter. But the events in Gorazde are now being used to change policy.

The word from Whitehall is that now is the time for "realism and retrenchment". The UN should not say it will do what it cannot, especially as other countries have not matched Britain's deployment of more troops. British forces are not about to be withdrawn, but their role is to be more strictly defined and limited to humanitarian aid and implementing a ceasefire.

The advocates of greater activism are in a tiny minority: Patrick Cormack and a few others on the Tory side, and Chris Mullin and Max Madden of the Labour left

(which is split, with Tony Benn yesterday dissenting from his comrades' call for more military involvement). Otherwise, the Labour stand is little different from the Government's, apart from urging other countries to send more troops, and making empty pleas about the authority of the UN.

The main Tory response is of extreme caution. John Major learnt a lot as, unusually, he sat beside Mr Rifkind for most of the 45 minutes of exchanges yesterday. Even the loyalists are worried. Sir Peter Hordern warned of the need for "clear limits to involvement". The Tory military, former service ministers such as Sir Archibald Hamilton and Sir Jerry Wiggin, clearly believe that too many risks have already been taken and are fearful about a slide into more fighting. Tory populists, such as Terry Dicks, have always been hostile to the commitment of British troops and now favour withdrawal. Any more Gorazdes or heavier British casualties and the calls for pulling out will become overwhelming.

The implications for the more exposed safe havens are grim. The international community has neither the will nor the resources to protect them, except in the special circumstances around Sarajevo where the Serb artillery on the hills around the city represented a clearly identifiable target. America, whose policy has been especially inconsistent, does not want to become more involved, and other countries have yet to send more troops.

Gorazde will puncture the totally unrealistic hopes of recent weeks. But, as David Owen warned yesterday, it would be wrong to swing to the opposite conclusion and just pull out. The UN can still do useful work, but it cannot end the civil war.

**PETER RIDDELL**

Leading article and letters, page 15



'Sad week for world when peacekeeping operations are used to cover prosecution of war'

## Gorazde's fall speeds the search for peace

BY EVE-ANN PRENTICE AND JOEL BRAND IN SARAJEVO

THE Serb conquest of Gorazde may paradoxically have brought peace closer to Bosnia, although another bout of "ethnic cleansing" is almost certain to take place first.

As the international community gnashed its teeth at its impotence to save the town, the peace in the search for peace was quickening. Lord Owen, the European Union peace negotiator, indicated that Vitali Churkin and Charles Redman, the Russian and American special envoys to the former Yugoslavia, would play a greater role in the Geneva process. He said the Serb attacks on Gorazde need not delay a diplomatic settlement of the war.

General Ratko Mladic and his Bosnian Serb army are unwilling to leave the town in Muslim hands in any negotiated settlement, and now that

centre of Gorazde to reinforce the message that the Bosnian Serbs are determined to see the Muslims leave sooner or later, Dr Trifkovic said.

Lieutenant-General Sir Michael Rose, commander of UN troops in Bosnia, said: "It clearly is a very sad week for the world when United Nations peacekeeping operations are being so blatantly used to cover the prosecution of a war by the Bosnian Serb authorities. We are on the brink of a humanitarian disaster there, which will occupy us and many other people for months to come."

It became clear there would probably be no further Nato air strikes yesterday, when the UN evacuated most of the forward controllers from the area. They guide the attacking jets to their targets. However, fighting could be prolonged in the enclave if America revives moves to lift the arms embargo against the Muslims in the face of public disgust at Nato and UN ability to preserve a multi-ethnic Bosnia.

Bosnia's Serbs were determined to conquer Gorazde because, although it was a designated UN "safe area", the Muslims were using weapons from the huge armaments factory there to attack the Serbs in the hills. General Mladic hopes that he can eventually press Muslims in Zepa and Srebrenica, as well as Gorazde, to leave. This may also happen by UN-assisted evacuations.

International attempts to find a lasting peace in Bosnia are meanwhile likely to forge more formal links between the efforts of Lord Owen and Thorvald Stoltenberg, the UN negotiator, and those of Mr Churkin and Mr Redman. Lord Owen said before leaving London for Luxembourg and Geneva: "We have to have America and Russia on board, there's going to have to be a four-way interchange. There is too much knowledge in the EU for it to be dismissed. No one watching the Serbs doubted they could take Gorazde. They have put the tanks in town to prove it. The crucial thing is whether they now take the town or allow medical evacuations to take place," he said.

World shakes, page 14  
Leading article  
and letters, page 15



A soldier with the Bosnian army comforting his crying sisters during a demonstration in Sarajevo yesterday at which 2,500 Bosnians protested over UN policy in Gorazde

## Briton's night out led to death in street where he jogged

FROM JOEL BRAND IN SARAJEVO

TIMOTHY Coates, a Marine commando, had been in Sarajevo only six weeks when he was shot by city police and fell dying to the pavement of the street known as Snipers' Alley until two months ago.

Cpl Coates was the fourth British soldier to die in Bosnia. He had spent four months in the country before coming to the Bosnian capital. In Sarajevo, he worked with a four-man British squad attached to the UN High Commissioner for Refugees, the agency which provides most food to the city.

The team monitors distribution to weed out black marketeering and helps with security. Only a minority of UN soldiers and staff venture out of their compounds to sample Sarajevo's active social life. But those who do quickly develop a group of friends among Sarajevans. Before the war, private parties were the most common activities, but with peace Sarajevo has become deluged with cafes, clubs and restaurants.

Dressed in civilian clothes, the blond commando pushed past the city police officers and began running, according to local police reports. He jogged on that same street each morning.

UN military police are investigating, but the only witnesses were the police officers involved in the shooting. It is unclear whether the

officers knew he was a foreigner. The officers say they fired in the air to warn Cpl Coates, then into the pavement behind him. They say the bullet that struck the Briton in the head was a ricochet.

The police took Cpl Coates to the city's main hospital, where he died six hours later. "We'll never really be sure what happened," said one colleague. "The only witnesses are the police who were there."

His co-workers took the death as an unfortunate accident where blame probably lay with both parties. "We have to observe the curfew; he had no business being out at 1.30 in the morning,"

## UN swallows bitter truth of surrender

FROM JAMES BONE IN NEW YORK

With the collapse of resistance in the "safe area" of Gorazde, the United Nations is harvesting the bitter fruit of its earlier weakness.

Gorazde was placed under UN protection by Security Council Resolution 836 last June with five other besieged Muslim enclaves.

The resolution committed UN peacekeepers to "deter attacks against the safe areas" and authorised the use of Nato air power in support of this goal.

However, Britain and the other powers that drafted the proposal never wanted to send their own troops to patrol the enclaves and never intended to defend them militarily.

When UN officials said they needed 34,000 new "blue berets" to achieve "deterrence through strength" in the "safe areas", the ambassadors of Britain, France, Russia, Spain and the United States threw up their hands and politely told them to reconsider.

A final figure of 7,600 new peacekeepers was agreed in August, most of them to come from Third World countries such as Pakistan, Bangladesh and Malaysia.

These additional troops only trickled into Bosnia, a battalion of Frenchmen here, a contingent of Scandinavians there. The 3,000 Pakistanis and 1,200 Bangladeshis promised have still not arrived because they lack the necessary equipment.

Without even the 7,500 new troops required, the United Nations Protection Force (Unprofor) was unable to deploy to Gorazde the mechanised infantry battalion of 900 troops that its plans had called for. Only five UN military observers made it into the town.

Nato was ready to provide close air support for UN peacekeepers and UN officials tried for months to keep secret the fact that they had been unable to get the necessary forward air controllers into Gorazde, the only "safe area" left so unprotected.

It was only when eight British Special Air Service (SAS) men serving with the UN force were allowed to cross Serb lines earlier this month that Gorazde got a forward air control capability.

Those British troops did guide the first two air strikes on Serb positions. However, of the eight, one was killed and two were slightly wounded. By the time the survivors were

evacuated yesterday they had spent several days pinned down in the town centre, unable to perform their role in Nato close air support.

With UN officials telling the Security Council on Sunday night that Gorazde was at the mercy of the Serbs, it fell to Colin Keating, the New Zealand Ambassador and present council president, to perform the diplomatic equivalent of hoisting the white flag.

After expressing the council's now routine condemnation of Bosnian Serb attacks, Mr Keating faced a barrage of angry questions from the press. His eyes watering with discomfort, he was asked if the council was tired of being played for fools. "I do not think it is fair to say that the Security Council are a set of fools," he replied gallantly. "But I do think that it is correct to say there is a great deal of frustration, not only in the Security Council but among all members of the UN."

Diplomats spent much of the closed-door session trying to decide if Gorazde had actually fallen, or was just under threat — and plumped for the latter.

Few seemed willing to address the consequences of so egregious a defeat for the

## Clinton's critics revile 'American Munich'

FROM MARTIN FLETCHER IN WASHINGTON

PRESIDENT Clinton yesterday faced criticism from right and left for a lack of leadership over Bosnia that his critics said was destroying America's international credibility and moral authority.

They argued that having endorsed Nato air strikes to protect the UN-designated "safe area" of Gorazde, Mr Clinton did nothing when the Serbs called his bluff and marched in anyway, killing or capturing UN peacekeepers and destroying a Nato warplane. The administration was reduced to begging the Russians to intervene with the Serbs to save face.

"If we had planned it, I don't see how we could have gotten into a worse mess than we are in now," said Lawrence Eagleburger, a former Secretary of State. Having "crossed the Rubicon" the US now had to use more air power against the Serbs or allow them to continue their aggression, in which case "we're telling the rest of the world that others can do the same thing," he said.

The New York Times columnist Anthony Lewis said the Administration's intimidation by "a minor force of ultra-nationalist Serbs under demagogic leadership" amounted to "an American Munich" and would have exactly the same result as Chamberlain's appeasement of Hitler — "to encourage more aggression".

Orrin Hatch, a senior Republican Senator, said of the Administration: "There isn't any leadership. There isn't any policy. They're not pushing the way they should, and we just seem to be going along with whatever the UN wants to do, and the UN leadership has been feeble with regard to solving these problems."

Mr Clinton's critics contended that the Serbs had good cause to believe this Administration would prove a paper tiger as they had witnessed America's retreat from Somalia. The Pentagon had broadcast its belief that Nato air strikes would be ineffective.

The Administration has laid down marker after marker during its 15 months in power, but has retreated from each. The broader danger is that North Korea, Iraq and Haiti's military regime will be encouraged to believe they can defy the US with impunity.



## Fugitive tycoon bankrupt

FROM ROGER BOYES IN BONN

THE debt-ridden Schneider property empire collapsed yesterday when German authorities opened personal bankruptcy proceedings against Jürgen Schneider, the tycoon, and his wife.

The claim two days after formal company bankruptcy proceedings, confirmed the most pessimistic forecast of financial analysts: the Schneider affair is the worst German property scandal since the war. There seems precious little to salvage.

Throughout yesterday, the Bonn government put pressure on German banks to drum up a large reward for the capture of the fugitive tycoon. The search for the man known as the construction king of Germany seems to be floundering, if only because he had such a time advantage.

Dr Schneider disappeared over Easter, but the manhunt began in earnest only last week. Executives from his heavily indebted property development company have been quoted as saying that Dr Schneider and his wife have gone to ground in Iran. But other possible hideouts include Florida, Switzerland and Barbados.

Norbert Blum, the German Labour Minister, told the *Bild* newspaper yesterday that the banks should "put up a reward of millions so that the money shark Schneider can be caught... I expect them to do this". The government has also been applying less public pressure on the banks to do more to help track down the more to help track down the 50-year-old tycoon who is said to have left behind debts of DM5 billion (£2 billion).

## Russian fears 'new Cold War'

BY RICHARD BEESTON IN MOSCOW AND OUR FOREIGN STAFF

A SENIOR Russian politician said yesterday that Russia and the West could be plunged into a renewed Cold War unless the Kremlin leadership accepts Nato's Partnership for Peace offer.

Sergei Yushenkov, chairman of the parliamentary defence committee, urged the Russian leadership to sign the proposed military co-operation agreement despite the Kremlin's anger at not being consulted before Nato air strikes on Bosnian Serbs last week.

"The failure by Russia to sign the Partnership for Peace could send the world back to the Cold War," he said. "It would have been an act of courage on the part of the President and the Foreign and Defence Ministries to state

their support for Partnership for Peace despite the events in the former Yugoslavia."

His announcement, at a press conference in Moscow, could be the first signal of a possible reassessment by the Russian leadership, which may be prepared to renegotiate itself a better deal with its former Western adversary. Although Russia had agreed earlier to join the US-led initiative, there have been growing doubts in the Kremlin whether the move would serve the country's best interests.

President Yeltsin said that Russia was reconsidering its position in the aftermath of the Nato air attacks on Bosnian Serb positions. Moscow, which enjoys considerable influence on Belgrade and has

several hundred peacekeeping troops serving near the Bosnian capital, Sarajevo, was furious that Nato had taken military action without first consulting the Kremlin.

Pavel Grachev, the Russian Defence Minister, accused Nato of hypocrisy and said Moscow was re-evaluating its position. "I do not like it when people tell me one thing and then do another," he said on Friday. "It seems we have to think again about our attitude to the partnership, how Russia would join it and the role it would play."

Nato said yesterday that it was still confident that Russia would sign the partnership agreement. Andrei Kozyrev, the Russian Foreign Minister, was due in Brussels on Thursday to sign the agreement but

has cancelled the trip because of the anger in Moscow. A senior Nato official said: "We know that Russia will sign. They have communicated to us that they are determined to sign. They do not want to be left out."

He said Russia's decision to delay signing was based on a misunderstanding over the Nato air strikes. "They drew the conclusion that Nato acted by itself," he said. "We have explained to them that this is a total misconception."

Yesterday Finland decided to join the Partnership for Peace programme, although Helsinki said it was not looking for new security arrangements. Helkko Haavisto, the Foreign Minister, is expected to sign the partnership framework next month.

## Belated justice sought for murdered tsar

BY RICHARD BEESTON

VLADIMIR Solovoyev, a Russian public prosecutor, has had to delve into many grisly criminal cases but few have been quite so haunting as his latest investigation into the mass murder of a family in a secluded house.

Although almost 75 years have passed since Tsar Nicholas II, his family and servants were shot and bayoneted to death by a Bolshevik firing squad, only now are the authorities coming to terms with the episode. Most of the details of how the Romanov royal family was killed on July 17, 1918, near Yekaterinburg in the Urals, have been pieced together through documentary evidence and recent DNA test-

ing on the remains of the victims, whose bodies were burnt and dumped in a pit.

Scientists say they are 99 per cent sure of the identity of nine of the dead, including Alexandra, the Tsarina, whose remains were confirmed after genetic testing with the Duke of Edinburgh, her relative. Three of the four princesses, three servants and the family doctor have also been identified, although the fate of the Tsar's other two children has not been established.

"You could argue that we have everything we need to close the case now, but we have waited so long for this investigation. I am determined that we should do it properly," said Mr Solovoyev, who hopes to visit archives in

Britain and the United States before completing the investigation later this year.

His desk is cluttered with yellowing pictures and fading documents, many of them only released from Russian archives since the collapse of the Soviet Union. In a dusty safe is a Mauser machine-pistol, one of three guns used in the killings, an American-made bayonet and a box of rusting bullets retrieved from the victims.

Mr Solovoyev believes that the Romanov investigation has a poignant message for Russians now. "We still live in a period of uncertainty to remind people that a murder is a murder, no matter how much time has passed," he said.



Nicholas II: killed with his family and servants

## Prosecution seeks life for Touvier

FROM REUTERS IN VERSAILLES

HUBERT Touzin, prosecuting, yesterday asked the jury to sentence Paul Touvier, a former French militiaman, to life imprisonment for crimes against humanity involving the murder of Jews in Nazi-occupied France during the Second World War.

M. Touzin said M. Touvier, accused of having seven Jews shot while he was intelligence chief of the Lyons militia, deserved the maximum penalty since there were no mitigating circumstances. "I ask the court to pronounce a sentence of life imprisonment," he said at the end of his four-and-a-half hour closing argument.

M. Touvier claims that 30 Jewish prisoners were originally to be shot and that he reduced the number to seven. He also says he was not aware of the Final Solution.

"I am convinced Touvier knew of the Nazis' anti-Jewish policy, and his act fitted perfectly into the framework of the Nazis' anti-Semitic plan," M. Touzin said. "The plan was the Nazis', the complicity belonged to the French." A verdict is expected early next week.

Paris: France is preparing a new law to bar the spreading of racist or xenophobic ideas. Patrick Gaubert, an aide to Charles Pasqua, the Interior Minister, said yesterday. He said that a Bill "making it possible to fight the most visible expressions of racism" would be put before parliament in September.

"We can't change what people have in their minds, but we can prevent people writing anything and everything," he said.

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## ANC tries to limit election damage after captives are found in cell under regional office

### Photographer dies in township battle

FROM MICHAEL HAMLYN IN JOHANNESBURG AND OUR FOREIGN STAFF

A PRESS photographer was killed and two of his news agency colleagues were wounded yesterday when they were caught in crossfire in the East Rand township of Thokoza.

Ken Oosterbroek, of The Star, Johannesburg's main English-language newspaper, died and Greg Marinovich, of Associated Press, and Juma Ngwenyia, of Reuters, were wounded. Mr Oosterbroek, 31, was chief photographer of The Star last week he received South Africa's Photographer of the Year award for the third time in six years.

The photographers were shot while taking cover with troops of the National Peacekeeping Force. João Silva, an Associated Press photographer who was with them, said Mr Silva said he believed the shots came from the peacekeepers. The shooting happened outside a hostel occupied mainly by single

Zulu migrant workers who had reacted to the erection of African National Congress (ANC) election posters near by. When the ill-trained and inexperienced members of the National Peacekeeping Force came on the scene the shooting started.

Earlier four people had been killed in sporadic clashes between the residents, hostel dwellers and members of the peacekeeping force. The fighting erupted as pro-ANC residents put up a banner bearing a portrait of Nelson Mandela, their leader, outside the hostel. When they came under fire from people in the hostel, members of a local self-defence unit, the ANC's township militia, fired back.

Yesterday the ANC regional leadership moved to limit the damage done by allegations that prisoners had been found in a cell in the basement of its headquarters. Colonel David Bruce, for the police, said that

a badly injured man stopped police in Hillbrow, a racially mixed inner-city suburb, late on Sunday night and said he had escaped from the cell. Two Flying Squad vehicles were sent to Lancel Hall, where the offices of the Pretoria-Witwatersrand-Vereeniging region of the ANC are housed. They were refused entry by a guard who pointed a firearm at them and was arrested.

In the basement the police found a cell made of steel bars. Three elderly men and a boy aged 14 were found there, the colonel said. All four were badly injured, he said.

Tokyo Sexwale, the regional ANC chairman, launched an internal enquiry, suspended a security guard, agreed to co-operate with a police enquiry and admitted on television the truth of the allegations. He insisted that the incident was a personal matter for the guards.

Hint of deal, page 1



Nelson Mandela and Alan Boesak, the Western Cape ANC leader, greeting an election rally in Cape Town, where three people died in a stampede to hear the ANC president as he wooed Coloured voters

### Strangler suspect in court

FROM REUTERS IN KUILSRIVIER

A SCAR-FACED male body-builder appeared briefly in a remote Cape courthouse yesterday, the prime suspect after a police manhunt for South Africa's worst serial killer, known as the "Station Strangler".

Norman Simons, 27, a teacher with a history of mental illness, was not asked to plead to a charge of murdering the latest of 22 victims strangled in an eight-year rampage that has horrified Cape Town.

He was led into the small Kuilsrivier court 30 miles east of Cape Town with a purple jersey covering his head and shoulders and sat hunched in the dock between two policemen. Mr Simons stood briefly to hear the magistrate, Ben Vermeulen, order him detained in the maximum-security Pollsmoor jail for a month of psychiatric observation before a court appearance on May 23.

### White right plans mass action to thwart Mandela

FROM INIGO GILMORE IN PRETORIA

Ferdinand Hartzenberg, leader of the Conservative Party, has called on rightwingers to boycott the election and actively to resist an ANC-led government through a wave of disruptive mass action.

Dr Hartzenberg, whose party is the leading constituent of the Afrikaner Volksfront (AVF), a right-wing umbrella group opposed to the elections, accused the National Party government and the ANC in an interview of causing widespread discontent in the country by rushing into the elections without seriously attempting to accommodate Afrikaner and Zulu demands for self-determination. He believed that the "solution" to South Africa's constitutional problems lies in a confederation along the lines of the former Soviet Union.

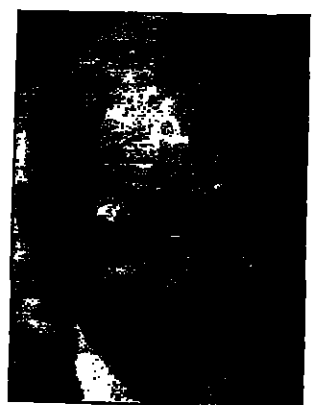
Provisions for this commonwealth of independent states would have to be entrenched in the constitution to protect the interests of the country's minorities — Afrikaners and Zulus alike. He said the present constitution was "unsatisfactory", and by participating in the elections the AVF would surrender the right to self-determination and legitimise a constitution which failed to provide for Afrikaner interests.

Describing the elections as a "shambles", he said that holding them in the current climate of intolerance would serve only to intensify civil unrest. They could not be free and fair, he said, because of the violence gripping the country and the state of emergency in Natal. Furthermore, there were several "technical problems" — for instance, foreign nationals and South Africans under 18 had obtained identity documents to enable them to vote. He claimed he had little choice but to endorse a "no vote" campaign. He is issuing leaflets and posters and has

instructed AVF-controlled councils not to allow their facilities to be used as polling stations. The Independent Electoral Commission would be requested to erect them in areas "where people wanted to vote".

Dr Hartzenberg dismissed suggestions that the white right had been divided, and its potential for unified resistance undermined, following his decision not to participate. The former leader of the AVF, General Constand Viljoen, has registered a right-wing party, the Freedom Front, to contest the elections and at least nine former Conservative parliamentarians are standing under its banner.

Dr Hartzenberg claimed participation was the only issue on which the two parties



Hartzenberg endorses a "no vote" campaign

differed. They had a common goal, a *volkstaat* (white homeland), and would work in tandem again after the elections. He said there was plenty of support for the AVF from the grassroots upwards. By remaining "outside the [election] process", rightwingers would be in a "stronger position" to resist a Communist-led ANC government and fight for their *volkstaat*. They would create difficulties for the government by various means.

### \$4m stolen from UN in Somalia

FROM REUTERS IN NAIROBI

SECURITY officers combed the United Nations compound in Mogadishu yesterday searching for \$3.9 million (£2.65 million) stolen from a rickety safe in an unguarded office. Tom White, acting director of administration of the UN operation in Somalia, said the money — payroll for UN personnel — disappeared on Saturday night.

"Extraordinary security measures have been taken," he said. "A thorough search is going on in the compound." UN officials said the money, in \$100 notes, was believed to be the biggest single sum ever held in the compound. It arrived last Wednesday in a large briefcase. Another official said it was stored in the finance office, inside an old safe with one lock that would have been easy to break open. "The finance depart-

ment found the door to their office broken and the iron safe open," he said. "It would have been the work of five or ten minutes at most." Mr White said there was a better safe at the US Embassy complex within the UN compound. He declined to say why the money was not put there, but said that the issue was being reviewed.

UN guards on Sunday searched everyone leaving the compound, which is surrounded by high walls topped with wire and machinegun nests, and also checked the bags of everyone flying out of Somalia through the UN-controlled airport. Only people living in the UN compound — some 2,000 military and civilian personnel — should have been able to reach the finance office between Saturday night and Sunday morning, officials said.

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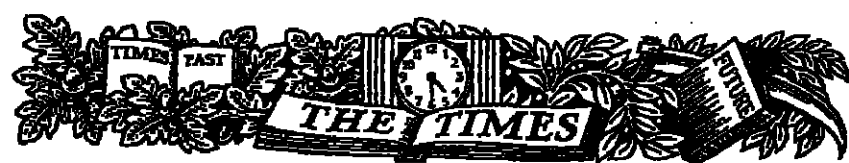
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## A WAY OUT

There is still a successful route from Bosnia's disasters

The catastrophe in Gorazde is not a military turning point in the Bosnian war: but it could be a political one if the lessons of this grim tragedy are rapidly absorbed. And if they are not absorbed, there will be appalling consequences for the credibility of the United Nations and of Nato.

There was a clear mandate, under Security Council Resolution 836, to use force not merely to protect members of the UN Protection Force as Malcolm Rifkind claims, but explicitly to "deter attacks against the safe areas". Through military weakness and political misjudgment, the UN failed first to garrison the town, and then to act early or forcefully enough to blunt the Bosnian Serb attack. Worse, it is almost certainly true that General Ratko Mladic ordered the assault because he was convinced by irresponsible statements in Washington that his men and tanks would have a free run.

A ceasefire in Gorazde now will free Bosnian Serb troops and tanks to bolster their thirty-spread forces for battles elsewhere in eastern and northern Bosnia. As Lieutenant-General Sir Michael Rose bitterly acknowledged yesterday, Unprofor has been "blatantly used to cover the prosecution of the war" by the Bosnian Serbs. The only way for the UN to reassert the initiative which it had only a few weeks ago is to drum into the Bosnian Serbs, and their backers in Belgrade, that adding territorial "bargaining chips" is a pointless exercise.

The UN's strategy, as Mr Rifkind rightly said yesterday, is still to convince all parties that military means will not achieve their objectives. But after this enormous setback, that now requires a new activism on the political front. The moment when Messrs Milosevic, Karadzic and Mladic have lied as brazenly to their Russian friends as to the West and the UN is a good time to start. Provided that this aim is pursued with unity and firmness, last month's Washington agreement provides the basis for a settlement which returns to the UN's original, and unanimous, insistence that borders cannot be altered by force.

The first part of that plan, the federation between the Bosnian government and Bosnian Croats, confederally linked to Croatia, is in place. The horror of Gorazde need not obscure the widening of the peace elsewhere

in Bosnia, or the important role of Unprofor in refereeing the local implementation of the Washington accord. The next step is to squeeze the Serbs into the same mould. Because the plan explicitly requires the parties to allow those who wish to do so to return to their homes, the Serbian part of the federation would not be "ethnically pure". In a good part of eastern Bosnia, land from which the Muslims have been driven lies empty and could be repopulated by its owners.

There is an obvious objection to this: it assumes that the Serbs, contrary to appearances this week, can be squeezed. For part of the answer, look to Moscow. There has been no love lost between the Russians and Slobodan Milosevic since the Serbian President invited Vladimir Zhirinovskiy to Belgrade; and yesterday Vitali Churkin, President Yeltsin's envoy to former Yugoslavia, launched an unprecedented attack on Bosnian Serb "extremists... ill with the madness of war". In words echoing those of General Rose, he insisted that Moscow would not allow them "to use the policy of Great Russia to cover their activities and drag other Serbs into this madness". When he was told in Belgrade that Nato was planning new strikes, he added, he had sent the message back to Moscow "to support them energetically".

This healthy reaction to being double-crossed contrasts painfully with President Clinton's hint that America might try the carrot of easing sanctions against Serbia — a total misreading of the Serb psychology and outrageously timed at that. The West has fought shy of concerting strategy with Moscow, which has responded with grumbles about Nato's involvement; but Mr Churkin has now held out an opportunity to try what a genuinely joint strategy could achieve. The bases must be clear: keep the economic tourniquet on Serbia, deploy the reinforcements General Rose has been promised, and proceed on the principle that the Serbs must accept federation within the old frontiers of Bosnia-Herzegovina as Muslims and Croats have already done. In such a strategy Moscow is a potent, even an indispensable ally; and Britain, France and America should test the Russians' new determination to help to end the war immediately, and at the highest level.

## FIGHTING CANCER

Britain leads the way in genetic research

The opening of the new gene therapy laboratory at King's College School of Medicine and Dentistry, London, yesterday was an important development in British cancer research which should give heart to other scientists working in the field. Researchers in this country have been generally slow to explore the potential medical applications of new genetic technology. But King's has acted with admirable enterprise in its successful search for funds to investigate a treatment first proposed less than two years ago.

The theoretical case for gene therapy for cancer appears powerful. Cancer cells are deadly because they are not usually recognised by the body's immune system. But modern genetic technology ought to make it possible to remove cells from a tumour, modify them appropriately and return them so that the patient's immune system is triggered. The technique has already been tried out with some success on mice, and King's hopes to begin preliminary clinical trials by the end of the year. Successful or not, the results should be a useful staging-post in British genetic research.

At a more basic level, the King's investigation and projects like it must repair the damage done in recent months to public confidence in complex cancer research. In January, the Charities Commission censured two charities for publishing a seriously flawed research study which gave a misleading impression of the validity of alternative medicine in cancer treatment. The following month, a research programme at Birmingham University involving the transmission by virus of cancer-

causing genes was suspended after official criticism of its safety standards.

Though such instances of incompetence are rare and isolated, they have a disproportionate effect upon public perception of the work done by scientists to combat a disease which still afflicts 250,000 Britons a year. As the Charities Commission warned, better guidelines are needed to ensure that charities finance medical research wisely and with suitable safeguards. The Birmingham case also revealed the need for improved local regulation of potentially dangerous laboratory work by hospitals and universities themselves. As the possibilities of genetic research increase, so must the responsiveness of the scientific profession to public alarm.

As a corollary, it is important that projects such as the King's College investigation are not overburdened with expectation. Competition for funding encourages institutions to make ambitious claims for their work. But experience shows that the search for a miracle cure for cancer is unlikely to be satisfied. In many cases, apparent failure may conceal the foundations of future success. If Britain is to assume a key role in genetic oncology, its scientists must not be expected to deliver their findings overnight in soundbite form. Equal attention should be paid to other areas of cancer treatment, such as vaccination against cancer-causing viral infections, the regional structure of specialist care and the often unsatisfactory arrangements for home care of terminally ill patients. The battle against cancer in the laboratory must be set firmly in the context of a wider war.

## VIRTUAL HOTEL

A virgin reality comes to London's County Hall

Sharks could soon be swimming where once mere news were allowed. London's County Hall, where the reptile-fancying Ken Livingstone once held sway, is now planned to become, in part, an aquarium. Fish will move mindlessly down corridors where once only municipal bureaucrats opened and closed their mouths. A ball-balancing porpoise will remind tourists of what London's local politicians used to do to win votes. Visitors to the old Greater London Council often complained of the inhabitants' uncertain grip on the real world. Soon, thanks to Richard Branson's initiative announced yesterday, there may be a genuine tourist attraction, a permanent virtual reality entertainment centre on the south side of Westminster Bridge.

The former GLC headquarters is one of the most monumental and prominent buildings on the Thames. It has had an uncertain future since Margaret Thatcher decided to replace a ridiculous London authority with no London authority at all. Recently it was planned to be merely a Japanese-owned hotel. Mr Branson's decision to take a part in the redevelopment ought, at least, to ensure that it is popular

and jolly and more accessible to Londoners than before. His Virgin Group is taking only a third share of the development. But Virgin's instinct for what people want, from pop music to travel, should make County Hall a Mecca rather than a Purgatory.

It would be a shame, however, if all sense of the political past were lost. The aquarium could surely have a special enclosure for news. In memory of the great "Fare's Fair" policy, all the food in the restaurants will cost the same price — and be eaten with Sir Horace Cutler. The walls which once displayed London's monthly unemployment figures will doubtless show rock videos instead — but once a year perhaps they could show old films of the poll tax riots. Since the building was also home to the doomed Inner London Education Authority, the complex could perhaps include a library of politically corrected children's books.

The octagonal council chamber, whose acoustics once earned it the title of "hall of murmurs", will be a conference centre. At least some of the speeches will, therefore, be as inaudible and inept as those made when the building housed the last government of London.

## Laying blame in Bosnia conflict

From Mr G. B. Miller

Sir, Your editorial (April 12) about Nato action at Gorazde asserts that Nato should have been called in when the Serb offensive started, long before the Serbs were within shelling distance of the city. I cannot agree.

The Bosnian army, from all my reading of the situation, launched its spring offensive in north-central Bosnia in spite of the call by General Rose not to attack the Serbs. The Bosnian reply was that there was no chance of peace unless the Serbs were forced back from their positions in the north. No attempt was made by Nato or the UN to stop this attack by the Bosnians. In addition, the Muslim army in Gorazde launched an attack on the Serbs to the south of the city, presumably to prevent the Serbs deploying these forces in the north or to push back the Serb line.

Gorazde had been declared a safe zone, but a "safe haven" does not imply that the army in the haven can attack and not be counter-attacked. It was this assault on the Serb line and the Serb counter-attack which led to the action from Nato — exactly what apparently the Bosnians planned for and achieved.

After the initial bombing it seemed that Nato would not bomb the Serbs again and once again the Bosnians fired on the Serbs. Your report (later editions, April 13) said:

Seven shells were recorded yesterday morning by UN observers but Lieutenant General Sir Michael Rose accused the Muslim-led Bosnian army of trying to provoke the Serbs: "The only people firing in Gorazde now are the Bosnian army... at the Bosnian Serbs, who are not firing at all."

The Bosnian Muslims in my view are doing everything in their power to get the West involved in their civil war and would not hesitate to see their own people or UN members killed if that would influence the West in their favour.

Contrary to what you advise, I believe peace will come only on the day the West, the UN and Nato tell the Bosnian government that no further help will be given to them and that we will also stop feeding their armies.

Yours faithfully,  
G. B. MILLER,  
68 Adisham Green, Church Milton,  
Sittingbourne, Kent.  
April 17.

From Flight Lieutenant M. Pound

Sir, Sir Alfred Sherman (letter, April 14) gives a valuable account of some recent events in Bosnia-Herzegovina seen from the Serb side. Last year I too spent some time in that region — six months as a United Nations military observer — and was, with my colleagues, deeply frustrated by the Serbs' almost total denial of access to areas under their control.

Without doubt all sides in the civil war throughout the former Yugoslavia are guilty of atrocities, provocation, and violations of ceasefire and other agreements.

If the Serbs wish their view to be similarly heard they should allow the UN freedom of movement, as is common in other factional areas. A not unreasonable conclusion is that it suits the Serb leaders to deceive their people that they are isolated and besieged by the Muslims, Croats, the UN, Nato and that old arch-enemy of the Third and communist world, the United States.

I urge Sir Alfred to use whatever influence he may have to persuade the Serbs to open up their areas to the UN and so end the spiral of suspicion, threat and counter-action that has destroyed the neutrality of the UN in Serb eyes and mislabeled the Serbs as the aggressor in the eyes of much of the world.

Yours faithfully,  
MELVYN POUND,  
Honington,  
Bury St Edmunds, Suffolk.  
April 15.

From Mr Anthony J. O'Malley

Sir, What is a United Nations "safe haven"?

Yours faithfully,  
A. J. O'MALLEY,  
81 Moorfield Road,  
Salford, Greater Manchester.  
April 15.

## Red telephone boxes

From Mr Michael Thomas

Sir, Simon Jenkins admires "the gracefulness" of Sir Giles Gilbert Scott's K2 telephone kiosk and its derivatives ("Now the red boxes fight back", April 6). Mrs Joanna Beaumont (letter, April 11) considers that BT's new kiosks "have good clean lines, are functional and unobtrusive". Your readers will soon be able to make their own considered judgments.

With BT's enthusiastic support, the National Collection of Telephone Kiosks (or should it be Boxes?) is now being established at this museum. It will be open from June 29 and visitors will, at a modest charge, be able to admire, criticise and compare examples of each of the 15 or so official telephone kiosks which, during the last 70 years, have graced this country's village greens and city squares.

Yours faithfully,  
MICHAEL THOMAS (Director),  
Avoncroft Museum of Buildings,  
Stoke Heath,  
Bromsgrove, Worcestershire.  
April 12.

## LETTERS TO THE EDITOR

1 Pennington Street, London E1 9XN Telephone 071-782 5000

## Good sermons, long or short, but with inspiration

From the Honorary Secretary of the Church of Scotland Panel on Worship

Sir, Your leader of April 12 about the views on sermons expressed this week by the Church of Scotland's panel on worship is largely based on a false premise.

The Kirk's panel on worship did not "disparage" longer sermons: far from it. In fact, as anyone might expect from the Kirk on such a subject as preaching, our report reminds the Church that

Preaching is a unique privilege to be approached with godly fear. To break open the lively oracles of God, to proclaim the transforming and converting word of Jesus Christ, is no casual duty, to be served by a fit of fevered activity last thing on a Saturday night; or worse still, to be spoken of in disparaging terms by the very people who have been called and ordained to that ministry.

To refer to one's preaching as "what the congregation has to suffer", or to make promises that "this won't be long", does nothing to raise expectations that preaching might be a time of significance or revelation.

That is the only reference to length in our entire report. Your view that "length is immaterial to sermons" is also the Kirk's view — unless, of course, you belong to that immortal company of P. G. Wodehouse's characters who organised, ran, and suffered in *The Great Sermon Handicap*.

Yours sincerely,  
CHARLES ROBERTSON,  
Honorary Secretary, Church of Scotland Panel on Worship,  
The Manse of Canongate,  
Edinburgh 8.  
April 12.

From Mr J. S. Shipway

Sir, I write as a civil engineer who has been an ordained elder of the Church of Scotland for more than 40 years.

You are right to disparage shorter sermons but wrong when you say that "eloquence and the drama of the biblical phrases are what matter". Surely, truth is everything, not a casual ingredient, as you seem to imply.

What is the function of the Church? To bear witness to the Gospel of Jesus Christ. How is this to be done? Mystically, God has chosen preaching as the principal method: the preaching of His word, the holy scriptures, the oracles of God.

## Political party funding

From Mrs Barbara Roche, MP for Hornsey and Wood Green (Labour)

Sir, Peter Riddell ("Britain needs big parties", April 14) thinks that suggestions of disclosure and tighter controls of party funding should be secondary to ensuring wider participation in political parties. Our contention, in the minority report by Labour members of the Commons Home Affairs Select Committee, is that these issues are inseparable.

Politicians currently rank behind estate agents and second-hand car dealers in the public's honesty stakes. We cannot expect people to get involved in political parties when they hear, for example, that the Tory party has been forced by a criminal trial to admit accepting a £440,000 donation from Asil Nadir (report, June 16, 1993), or read in the newspapers that during his 22 years in office the ex-chair of the

To do this properly needs time, plenty of time, plus the unction and blessing of the Holy Spirit. The Bible does not yield up its treasures to casual enquiry, and to open up the Word in preaching needs knowledge, study and insight as well.

But above all, preaching needs prayer. C. H. Spurgeon, the eminent Victorian evangelist, was once asked what was the secret of his great influence. To which he modestly replied: "My people pray for me."

No sermon will be effective without prayer that this may be so. When these conditions are fulfilled, verily the preacher speaks and preaches with the voice of God.

Yours earnestly,  
J. S. SHIPWAY,  
1 Belgrave Road, Edinburgh 12.  
April 13.

From Mrs Catherine Swanson

Sir, Perhaps one of the causes of the steady decline in church attendance over the years has been not the irrelevance of religion to the common man but rather the frantic attempts by preachers to dilute the gospel message in order to make it more "relevant". A church which bends over backwards to sell its message to bored consumers both loses their respect and fails to address their hunger for truth.

The church also fails to follow in the footsteps of its founder, of whom even the first-century cynics commented: "We know you are a man of integrity. You aren't swayed by men, because you pay no attention to who they are; but you teach the way of God in accordance with the truth" (Mark xii, 14, New International Version).

Yours faithfully,  
CATHERINE SWANSON,  
27 Greatpit Croft,  
Fittleworth, West Sussex.  
April 12.

From the Archdeacon of Swindon

Sir, Mr Trollope wrote that "there is no greater hardship at present inflicted on mankind in civilised and free countries, than the necessity of listening to sermons" (*Barchester Towers*).

Mr Archdeacon Granley and Mr Precentor Harding had to sit through the Reverend Obadiah Slope's sermon in Barchester Cathedral but did not have to suffer the added indignity your leader would inflict on the Rever-

Conservative Board of Finance was very often not aware of donors' identities.

In the absence of agreement between the parties, Labour will in future disclose all substantial donations, and, in government, will oblige companies to ballot shareholders on political donations. Sadly, Conservative members of the Home Affairs Select Committee in their majority report chose to reject any change whatsoever in these areas.

It is a great shame that they have refused to learn lessons from Germany, where disclosure — supported by all parties — has led to much wider involvement in parties and, increasingly, reliance by them on a large number of small donations rather than a tiny number of large but secret gifts.

Yours sincerely,  
B. M. ROCHE,  
House of Commons.  
April 14.

## Drugs in Thailand

From Mr Virachai Plasai

Sir, Your report on the Sandra Gregory drug trial in Bangkok (April 8) is wrong to state that "possession of more than 20 grams of heroin carries a mandatory death penalty in Thailand".

Under the Narcotics Act 2522 (1979), the death sentence does apply in cases of export, import or manufacture of more than 20 grams of heroin (excluding morphine) where an intent to supply is presumed by law, but not if a defendant is found guilty only of possession with intent to supply.

The Narcotics Act clearly states that possession of between 20 and 100 grams of pure heroin carries a sentence of between five years and life imprisonment, and a fine of 50,000 to 500,000 baht.

If convicted of possessing over 100 grams of pure heroin, an offender may be sentenced either to life imprisonment or the death penalty.

In any case, a judge may always exercise his discretion by not applying a death sentence.

Yours sincerely,  
VIRACHAI PLASAI  
(First Secretary),  
The Royal Thai Embassy,  
30 Queen's Gate, SW7.  
April 8.

More importantly, the Americans did not have to keep traffic flowing while they worked.

After the bomb damage of the A5 flyover we had two options: either demolish and rebuild from scratch or repair the damaged parts. We saved millions of pounds by deciding on the second option — and kept the traffic moving.

Neither are the costs of the two jobs comparable. The Santa Monica Freeway repairs cost some £24 million, against about £1.5 million for the A5. The extremely high cost of the former, particularly the £10 million bonus paid to the builders for early completion, could be justified against the calculated cost to the economy.

We could not justify introducing such a bonus element. It would not be cost-effective and the nature of the work was not suitable.

Because of its heavy use, the cost of leaving the Santa Monica Freeway closed was, as you reported, very high. In the case of the A5, delays for most of the day are tolerable and costs of disruption are therefore less.

Yours etc,  
STEVEN NORRIS,  
The Department of Transport,  
2 Marsham Street, SW1.  
April 14.

end Francis Heppenstall (of *The Great Sermon Handicap*) of being incorrectly addressed as "the Rev. Heppenstall".

Just as you see the mote of "pandering to ephemeral modern fads" in the eye of the Church of Scotland, perhaps you might examine the beam of incorrect English usage in your own.

I feel a sermon coming on.

Yours faithfully,  
MICHAEL MIDDLETON,  
2 Louviers Way, Swindon, Wiltshire.  
April 12.

From Mr Henry G. Button

Sir, Some earlier generations would have regarded a sermon lasting only 45 minutes as pretty short measure. One man who evidently had mastered the art of holding the attention of his congregation for longer than that was Laurence Chaderton, a former Fellow of Christ's College, who became, in 1584, the first Master of Emmanuel College and lived to be 102.

On one occasion, when he had been preaching for two hours, he is said to have shown signs of flagging. The congregation then cried out, with one voice: "For God's sake, Sir, go on!"

Yours faithfully,  
HENRY BUTTON,  
Christ's College, Cambridge.  
April 12.

From Mr Martin Hutton

Sir, The elderly vicar advised his new young curate on the question of sermons: "Preach about God; preach about ten minutes."

Yours truly,  
MARTIN HUTTON,  
Flat 4, 1 Embankment Gardens, SW3.  
April 12.

From Dr Malcolm Graeme

Sir, Part of the answer to the problem of preaching in the Church of Scotland may lie in a riddle told to me by the former Moderator, the Very Reverend George MacLeod: "Why do Presbyterian ministers talk more than other men?"

Answer: "They don't: it only seems that they do."

Yours faithfully,  
MALCOLM GRAEME,  
Little Bahilly, Ceres, By Cupar, Fife.  
April 13.

## People and machines

From Mrs B. E. Banks

Sir, Last week Barclays Bank chose me at random to complete a detailed questionnaire which involved comment on staff at my sub and main branch.

As I felt like a spy, I handed in a brief note to a cashier in my sub-branch explaining I had returned the questionnaire emphasising appreciation of the excellent personal attention I received which I wished to be maintained, but with more staff employed, so that more counter windows could be open to minimise queuing.

To my surprise, the cashier explained to me that present staff could minimise queuing if they were supplied with more than the two counter terminals which they already hold.

Hence, in response to your correspondent Mr Dunn (letter, April 5), it appears it is not "people, not machines" but "people, with machines" which would achieve maximum personal service for customers of Barclays Bank.

Yours sincerely,  
BERYL BANKS,  
15 Upper Belgrave Road,  
Clifton, Bristol, Avon.  
April 5.

Business letters, page 29

## Joking apart

From Mr Robert Low

Sir, It was not Fitzwilliam College, Cambridge, from which "Dudley Nightshade, MP" graduated in 1962 (William Rees-Mogg, April 18) but Fitzwilliam House, which did not change its name until four years later.

Yours faithfully,  
ROBERT LOW,  
33 Canfield Gardens, NW6.  
April 18.

## Awkward proposal

From the Director of Fundraising, NABC — Clubs for Young People

Sir, My predecessor in this post, a young woman, was a member of the London Businesswoman's Network. I recently wrote to the network advising them of the changes and suggesting that I am not a suitable candidate for membership.

Not to be deterred, the president now writes to me, addressing the envelope to "Mrs" Richard Grist. More alarming is the fact that in order to establish the London Businesswoman's Network the president suggests that I invite my "husband, boyfriend or lover" to join her new organisation.

The good news is that her letter is not addressed "Dear Sir or Madam".

Yours faithfully,  
RICHARD GRIST,  
NABC — Clubs for Young People,  
369 Kennington Lane, SE11.  
April 15.





## COURT CIRCULAR

**WINDSOR CASTLE**  
April 18: The Duke of Edinburgh, Trustee of the Council, today attended a Council Meeting and Luncheon at St George's House, Windsor, Royal County of Berkshire.

**BUCKINGHAM PALACE**  
April 18: The Princess Royal, Patron, College of Occupational Therapists, this morning opened the Eleventh World Congress of the World Federation of Occupational Therapists at the Royal Albert Hall, Kensington Gore, London SW7.

Miss Victoria Legge-Bourke was in attendance.

**KENSINGTON PALACE**  
April 18: The Princess Margaret, Countess of Snowdon, President, today attended the Council Meeting of the Royal Society for the Prevention of Cruelty to Children and Annual General Meeting of the Society's Children's League, held at Haddon House, Aldershot. Her Royal Highness was received by Her Majesty's Lord Lieutenant for Aldershot.

(Captain Colin Parquharson of Whitehouse).  
Mrs Charles Vyvyan was in attendance.

**KENSINGTON PALACE**  
April 18: The Duchess of Gloucester, Patron, the Foundation for the Study of Infant Deaths (Cot Death Research and Support), this morning attended the launch of the video "Sudden Death: What Can't Describe How You Feel" at the Moorhouse Hotel, Drury Lane, London WC2.

Mrs Howard Page was in attendance.

**YORK HOUSE**  
ST JAMES'S PALACE  
April 18: The Duke of Kent, Patron, the London Philharmonic, this afternoon received Mr Christopher Lawrence, Managing Director.

The Duke of Kent, Honorary President, this evening attended a Lecture at the Royal Geographical Society, Kensington Gore, London SW7.

Mr Nicolas Adamson was in attendance.

## Birthdays today

The Earl of Arundale and Hartfield, 53; Mr William Baillie, president, Royal Scottish Academy, 71; the Most Rev Luigi Barbaro, Apostolic Nuncio, 72; Miss Sue Barker, tennis player and sports commentator, 38; Mr Anthony Bland, 61; Mr Antonio Carluccio, restaurateur, 57; Mr Alvy Cluff, chairman, Cluff Resources, 54; Mr Adrian Cluff, director-general, Building Societies Association, 48; Mr Tim Curry, actor, 48; Mr David Gifford, land, chairman, Windchill, 75; Mr Trevor Francis, footballer, 40; Dr Norman Goodman, MP, 56; Lord Justice Henry, 63; Dr John Horlock, former Vice-Chancellor, Open University, 66; Mr G.B. Inglis, former senior partner, Slaughter and May, 61; Mrs Margo MacDonald, former MP, 51; Mr Dudley Moore, actor and composer, 63; Mr Garfield Morgan, actor, 63; Mr Murray Perahia, pianist, 47; Mr Michael Phelps, pentathlete, 33; Lord Justice Rix, 60; Mr Michael Ross, chef and restaurateur, 53; Mr Wilf Stevenson, director, British Film Institute, 47; the Hon Michael Trend, MP, 42; Mr John Wals, MP, 47; Miss Ruby Wax, actress and comedian, 41; Mr Andrew Welsh, MP, 50; Mr A.W. Wilkinson, paediatrician, 80.

## Royal engagements

The Duchess of Kent will visit Abercrombie's, at noon; Pwllheli Rhoest, at 12.45; and Porthllyn Rhoest, at 1.30.

## The Royal Academy of Engineering

The President of The Royal Academy of Engineering, Sir William Barlow, FRS, presided at a Lecture and Dinner held last night at the Institution of Civil Engineers, London. The guest speaker was Mr Ian Gibson, CBE, Managing Director and Chief Executive, Nissan Motor Manufacturing (UK) Ltd, who spoke on "Globalisation - A Strategy for Europe".

TRADE: 071 481 1982  
PRIVATE: 071 481 4000

## BIRTHS

**ALLISON** - On 6th April 1994, to James and Linda, a daughter, Emily Louise.

**BARNESE** - On 14th April 1994, to Peter and Margaret, a daughter, Emily Louise.

**BRIDGE** - On 11th March 1994, to James and Linda, a daughter, Emily Louise.

**BRIDGES** - On 14th April 1994, to Caroline and David, a daughter, Emily Louise.

**CLAREBORNE** - On 15th April 1994, to Sally and David, a daughter, Emily Louise.

**COLE** - On 18th April 1994, to James and Linda, a daughter, Emily Louise.

**DAVIES** - On 17th April 1994, to James and Linda, a daughter, Emily Louise.

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Veterans joined a parade in Aldershot, Hampshire, yesterday in which the Royal Military Police, Adjutant General's Corps, marked the tenth anniversary of the granting of its right to march through the Borough of Rushmoor.

## School announcements

**The Cheltenham Ladies' College**  
The Summer Term starts today at the Cheltenham Ladies' College. Half Term is from Friday, May 27 to Wednesday, June 1. The Bishop of Gloucester will conduct Confirmation in Cheltenham College Chapel at 10.00am on Sunday, April 24. There will be a Summer Concert on Sunday, July 3. There will be a Summer Concert on Sunday, July 3. There will be a Summer Concert on Sunday, July 3.

**Church of the Holy Trinity**  
The Summer Term begins today at the Church of the Holy Trinity. The Summer Term begins today at the Church of the Holy Trinity. The Summer Term begins today at the Church of the Holy Trinity.

**St George's School, Ascot**  
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## Dinners

**The House of Lords**  
The House of Lords will hold a dinner on Thursday, April 21, at 7.30pm. The dinner will be held at the House of Lords, Westminster, London SW1A 1AA.

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## Church news

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# OBITUARIES

## MICHAEL PARKINGTON

Michael Parkington, lawyer, died in London on March 30 aged 71. He was born in London on March 26, 1923.

A MORE familiar name in South Africa than in Britain, Michael Parkington was a solicitor, a collector of glass and an English eccentric. He would have been known, if at all, to most of the legal world of London only as the author of recent editions of *MacGillivray and Parkington on Insurance Law*. Yet he was, in the literal meaning of the overworked phrase, one of the most extraordinary solicitors of his time.

Michael Wroughton Parkington was educated at Westminster School where he was a King's Scholar. After the outbreak of war at a young age, he enlisted in the RAF and qualified as a pilot in South Africa, the country which became the centre of his professional life. After the war he went up to Pembroke College, Cambridge, where he read law and, in particular, international law. He was one of the brightest pupils of Sir Hersch Lauterpacht and was awarded the Whewell Scholarship in international law.

While he was in the RAF in South Africa Parkington met and married Peggy Livingston. After the war they both took the Cambridge LLB (Michael with a starred first). They then returned to South Africa where he qualified as an attorney (the equivalent of an English solicitor).

He rapidly established a reputation as a leading insurance lawyer. But he was soon caught up as a defence attorney in the political litigation which stemmed from the South African government's policy of apartheid.



This was in itself remarkable. His clients were members of the African National Congress and their allies, including the South African Communist Party. While he had the deepest dislike and contempt for the National Party government (which he never hesitated to express publicly and with the bawdy eloquence of which he was a master) he was by nature conservative and, in English political terms, a Conservative.

His distaste for his clients' socialist views and political jargon was expressed (to them as well as to others) with his customary force and candour. Yet, as a lawyer, they trusted him without reserve. In 1958, ninety of the leading anti-apartheid activists, including Nelson Mandela, Walter

Sisulu, Joe Slovo, Helen Joseph and Duma Nokwe, were put on trial in Pretoria for high treason. Michael Parkington was asked to act as the defence attorney. In that trial he planned and organised the defence and directed a team of eight counsel. The latter had little doubt that the acquittal of all the accused — after a three-year trial — was in good measure due to him.

Michael Parkington was a large, ebullient man and his very presence in the Pretoria court was the opposite of unobtrusive. In her account of the Treason Trial, Helen Joseph wrote of him:

But if his physical impact on the Court was immense, his mental impact was even greater as he planned the defence strategy; time and space were his servants, and he scored the earth to build his case. Clearly he would share with us some victory over the Crown; often as he left Court, he would bend down and pass some probably unrepeatable comment and I would see Duma and Nelson chuckling quietly, but they would always tell me what he had said!

It was a strange relationship that developed between us and this man of boundless energy and brilliant intellect. To us he appeared a disarming Conservative, and we privately called him "Mayibuye Jongwe" (Whitehall). To him we appeared, at the very least, and he gave us many digs about our literary tastes. But we came to a mutual understanding which was stronger than our differences.

Michael Parkington also represented the inhabitants of Sharpeville at the commission of enquiry into the police

shootings of 1960, and when in that year a state of emergency was declared he focused on a gap in the emergency regulations and brought a series of urgent and successful applications for *habeas corpus*. Along with this high-profile political litigation, he continued to act for the major insurance companies and other commercial clients. He suffered from severe back trouble and at conferences in counsel's chambers would frequently deliver his comments and interjections lying flat on his back on the carpet. His clients seemed to accept this as a perfectly normal way of conducting a consultation with counsel.

While the law was Parkington's profession the great passions of his life were English silver and, later, English glass. In the years after his return to England (in the late 1960s) he became an expert on 18th and 19th-century English glass and built up a discriminating collection of the highest quality.

A part of his collection has been on permanent display at the Broadfield House Glass Museum. On his return to England he worked for several years at the Law Commission and, after his retirement, as a consultant in insurance law.

In recent years and at the time of his death he was a consultant in insurance litigation to Clyde & Co the City solicitors. But it was a term of his appointment that he should have Wednesdays free. That was his day for visiting the glass dealers, who knew him as a perfectionist who would overlook no flaw. The sale rooms will miss him as much as his friends in the law.

Parkington is survived by his wife.

## SIR WALTER CLEGG

Sir Walter Clegg, Conservative MP for North Fylde from 1966 to 1983 and for Wyre from 1983 to 1987, who served as a Whip in both Government and Opposition, died at his home in Fleetwood on April 15 aged 73. He was born on April 18, 1920.



TO MANY outside politics Sir Walter Clegg will be recalled as he emerged from the 1984 bombing of the Grand Hotel in Brighton, his face bleeding and his hair and bushy moustache coated in dust. He was one of the first victims to be photographed after the bombing when he came out, having helped others to get clear of the collapsing building. He had been asleep in a room immediately above the explosion and typically had waved away his rescuers, telling them to help others more gravely wounded than himself.

Clegg was in some ways an Arnold Bennett type of character, a man from the North, remaining resolutely provincial throughout his 17 years in the Commons. His grandfather had been a weaver but his father bettered himself by becoming a publican and Clegg bettered himself again as a successful solicitor. He was popular for his Lancashire common sense and good humour and he retained friends on both sides of the House, despite long periods in the Whips' Office where he proved tough but amiable. He would have undoubtedly progressed further but for the heart problems which had occurred long before the Brighton bombing.

He was educated at Arnold School, Blackpool, Bury Grammar School and Manchester University, where he read law. He was articled to the town clerk of Barrow-in-Furness but was broke out before he could qualify. He immediately volunteered for the Royal Artillery and was commissioned in 1940, subsequently serving in North Africa, where he was taken prisoner and held in camps in Italy and Germany until 1945.

On demobilisation he qualified as a solicitor, practised successfully, developed an interest in Conservative politics and was elected to Lancashire County Council. He fought Ince unsuccessfully at the 1959 general election and was elected to the safe seat of North Fylde in 1966. After redistribution, he won in 1983 the new constituency of Wyre.

In the Commons he proved a model constituency MP, displaying the qualities which the North Fylde Conservatives had discerned when they chose him originally in preference to Nigel Lawson, who had also applied for the seat. Fleetwood's fishermen had particular reason to be grateful to him as he vigorously defended their rights during the cod dispute with Iceland and opposed Common Market attempts to reduce their catches. His outspoken support for capital punishment also did him no harm in the constituency.

With the Heath victory in 1970 Clegg, who had already served as a junior Whip, was soon promoted, becoming in

succession a Lord Commissioner of the Treasury, Vice-Chamberlain of the Household and Comptroller of the Household. In Opposition he continued as a Whip only during the few months of the third Wilson Government which lasted from March to October in 1974. He was then elected to the executive of the 1922 Committee, later serving as treasurer.

He also played a valuable role in the Association of Conservative Clubs, which at one time were centres of considerable political activity and influence, serving first as the association's vice-president and then as president. For his last ten years in the Commons he was chairman of the Conservative North West MPs Committee, where he reinforced his reputation as a shrewd negotiator, both in internal party disputes and in his dealings with ministers. He served behind the scenes on several of the less spectacular Commons committees, including those dealing with procedure, statutory instruments and Consolidated Bills.

Clegg, who was knighted in 1980, was married in 1951 to Elsie Hargreaves, who died in 1993.

## PAMELA JACKSON

Pamela Jackson, second daughter of the 2nd Baron Redesdale, died on April 12 aged 86. She was born on November 25, 1907.

PAMELA JACKSON was better known under her maiden name as one of the Mitford sisters. She was the most private of the six daughters of Lord Redesdale, and although she inherited many of the family traits — piercing, cornflower-blue eyes, a wonderful voice, and the knack of making almost everything she said sound unintentionally funny — her public life, unlike that of her sisters, was almost non-existent.

Of all her family, she seemed to possess more of the characteristics of "Mum", her mother Lady Redesdale, immortalised as Aunt Sadie in Nancy Mitford's novels. Like her mother, Pamela was a good cook, devoted to animals, and grew into an unassuming countrywoman with a slightly vague manner. Perhaps because of her down-to-earth interests, she was known within the family as "Woman".

and occasionally "Wombling" or "Woo", although her father preferred to call her "Palmer", apparently because his gamekeeper had difficulty in pronouncing "Pamela".

Although she did not possess the literary gifts of her sisters, and detested parties, Pamela Mitford led a far from unadventurous early life. She was the only Mitford daughter to accompany their father on a gold-prospecting trip in 1929 to Ontario, in a vain but flamboyant attempt to salvage the family fortunes. She travelled widely in Europe and, as a young woman, was courted by John Bejeman, among others. For 15 years she was married to the physicist Derek Jackson.

Pamela Freeman-Mitford (as she was born) was three years younger than her sister, Nancy, who later claimed that Pamela's arrival caused her to fly into an apocalyptic rage "which lasted twenty years". Pamela spent her childhood being teased by Nancy, who took her dyslexia as proof of backwardness. She nevertheless nursed Nancy devotedly through her final illness.



The Mitford family in 1926: Pamela, second from right, next to her father, Lord Redesdale

Following a broken engagement to a childhood friend, Oliver Watney (of the brewing firm), Pamela turned full-time to farm management. She was employed by her brother-in-law — Bryan Guinness (later Lord Moyne), who had married Diana — at Biddesden House. She made a good job of it, gaining a reputation as a hard bargainer among the corn merchants of Andover. It was about this time that she met John Bejeman, a frequent visitor at Biddesden, who called her "Miss Pam," as the women did, and who began the habit of cycling with her around the villages of Wiltshire. Pamela never took his courtship very seriously, though he proposed marriage. Despite this, she had the

honour of being mentioned last, and most fondly, in his unpublished poem on the Mitford Girls, as "Miss Pamela, most rural of them all".

In 1935 she visited her sister Unity in Germany. She returned and the following year married Derek Jackson, the son of Sir Charles Jackson, one of the founders of the *News of the World*. Although Jackson was undoubtedly a brilliant scientist, he was also highly eccentric. Much of his behaviour caused Pamela a great deal of embarrassment, in particular his habit of pulling the communication cord on trains — something which he once did for the sole purpose of showing the guard how filthy it was.

Before the war the Jacksons lived at Rignell, a handsome house near Oxford, which was well placed for hunting with the Haythrop. During the war, Pamela Jackson occasionally flew with her husband on proving flights, while he developed a new form of radar jammer. Afterwards they moved to Ireland. Pamela loved it there, being able to ride every day, to manage a farm, and being surrounded by congenial neighbours. Unfortunately it was not sufficiently interesting for her husband, who left in 1950 for a more intellectually stimulating environment. She continued in Ireland on her own until the late 1950s, when she sold the house and land and came to live in the Cotswolds. She and her husband were divorced in 1957.

Among Pamela Jackson's more endearing quirks was a peculiar ability to remember almost everything she had ever eaten, course by course, in restaurants over the years. She had a similarly encyclopaedic memory for family animals, and surrounded herself with a menagerie in Gloucestershire — labradors, Shetland ponies and a rare breed of Swiss chicken — which she talked to in the absence of people, though she was rarely short of visitors.

In 1980, after many years in her sister's shadow, she became something of an unexpected star through Julian Jay's documentary *Nancy Mitford: A Portrait by her Sisters*, during which she provided an extremely witty commentary on the "Chubb Fuddler" scene of *Love in a Cold Climate*.

She had no children.

## BERT RAMELSON

Bert Ramelson, Communist organiser, died on April 13 aged 84. He was born in Ukraine on March 22, 1910.

BERT RAMELSON was the only Old Guard Communist who had the nerve to tell Arthur Scargill to call off the doomed miners' strike ten years ago. That he got nothing but an oath for his pains might have wounded, but not dismayed, him. There was always a canny pragmatism in his revolutionary zeal.

As the national industrial organiser of the Communist Party of Great Britain for more than a decade in the turbulent 1960s and 1970s, he was responsible for nurturing the cadres in the trade unions. Under his crafty tutelage, the influence of the Communist Party became so pervasive that he could claim that an idea adopted by the Communists early in the year would be Labour Party policy in the autumn.

The public boast may have been untrue, but all too often it was true. Ramelson, a lawyer by training but a revolutionary by conviction, was a brilliant organiser. From his office in King Street, Covent Garden (now, ironically, a bank), he sent out model resolutions on a great range of issues from nuclear disarmament to incomes policy.

These party drafts were enthusiastically taken up by CP activists in the trade unions, and in the shambolic process of policy-making then so common in the labour movement, the beguiling clarity of his hard line, supplemented by well rehearsed oratory, would very often prove attractive to delegates. From union conference to Labour Party conference

was then simply a matter of counting the votes.

It was this gradual accretion of policy-making respectability in the unions, rather than his own well publicised involvement in set-piece conflicts between Labour and capital, that was Ramelson's great contribution to the Communist Party and labour movement militancy. He inherited the cadres from the party branches, but he was the one who put their presence on the shop floor to political effect.

Something of that influence lingered on for nearly twenty years. Almost until the day of

Corps in the Second World War, he was captured at the fall of Tobruk in 1941, but walked out of an Italian prisoner of war camp two years later and went underground with the fledgling Italian Communist Party. After the war, he settled in Leeds, where there was a strong CP presence.

He was the party's full-time secretary in the City for seven years and then Yorkshire secretary until the mid-1960s. During this time, he masterminded the gradual shift of the National Union of Mineworkers to the left, accurately reasoning that converting this moderate monolith could tilt the balance of the whole labour movement. Its political merits were debatable then, and look electorally suicidal at this distance, but by his own criteria the strategy almost worked.

Mick Costello, his successor at King Street (and now a businessman dealing in trade with the former Soviet Union), said: "He was an intellectually modest man, in that he listened. He wasn't frightened by new ideas or young people."

After retiring, Ramelson kept up his revolutionary activity in Prague, where he was British representative on the internationalist *World Marxist Review* until it was closed down by the "velvet revolution". He was a prolific journalist in the Communist press and a pamphleteer of note, his last work being *Consensus or Socialism* (1987), just as the collapse of Communism in Eastern Europe was gathering pace.

Ramelson married first in 1939 Marion Jessup, author of *Petticoat Rebellion*, a groundbreaking work on women's rights. After her death in 1967 he married Joan Smith in 1970. She survives him.



his death union leaders paid discreet visits to his suburban flat in South London, where he lived quietly among his Communist *lions et perales*. Bert Ramelson was born Bachran Ramilevich in Cherkassy, Ukraine. His father, a fur merchant, emigrated to Canada when his son was 11. The young Ramelson took a first in law at Alberta University, but practised as a barrister for only a year before going off to fight in the International Brigade in the Spanish Civil War. A driver in the Royal Tank

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# Flexible fleets will stay afloat

Confidence is returning to the market, but the emphasis is firmly on unrivalled customer service. **Vaughan Freeman reports**

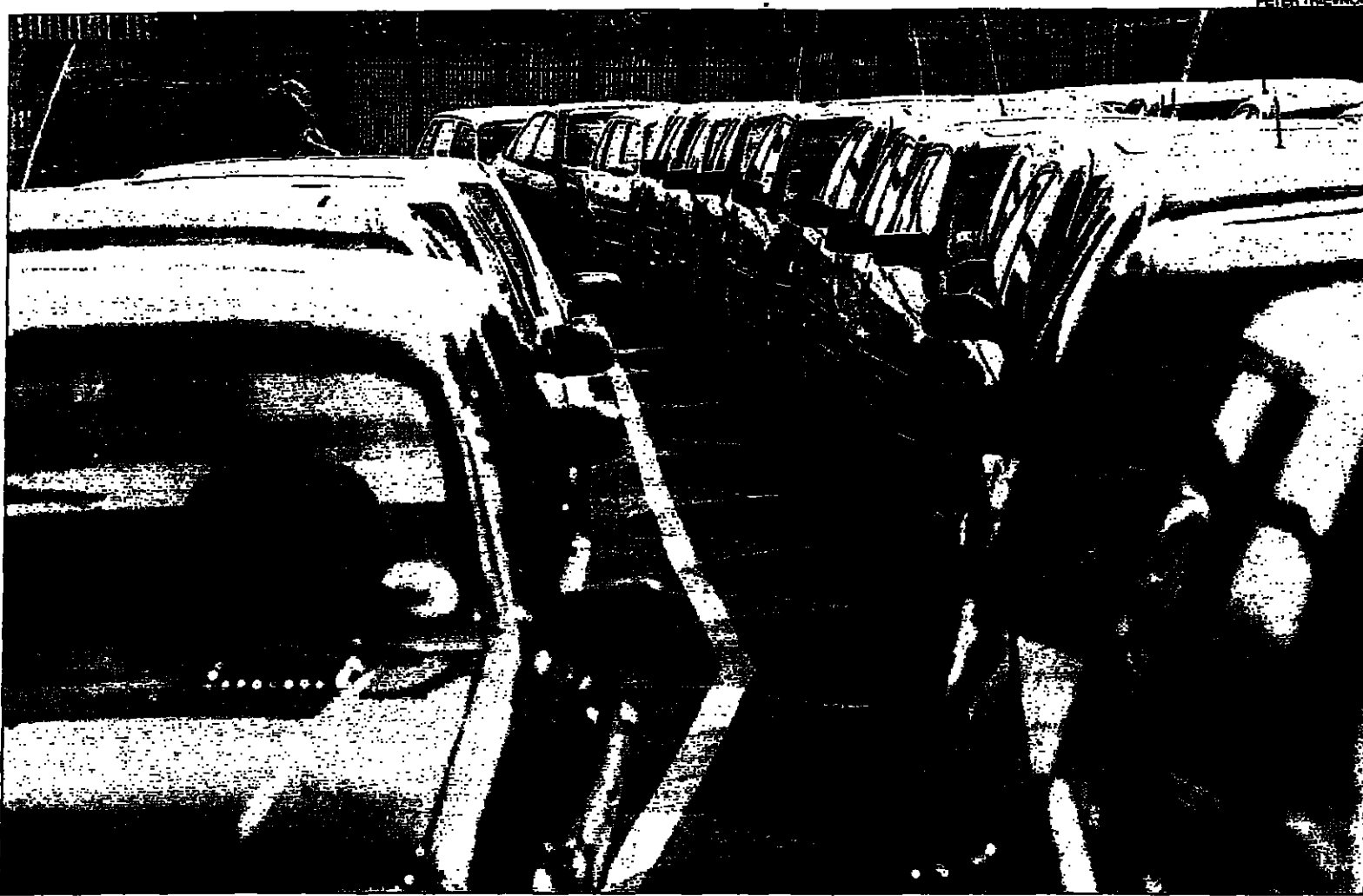
For every expert forecasting that the fleet industry is on the verge of collapse, there are two others predicting boom, while the same experts will argue until dawn about the taxation changes and whether they will trigger a major stampede out of company cars — or have no effect whatsoever.

As representatives of a business responsible for the annual purchase of £18 billion worth of new cars gather for The Fleet Show at Silverstone, the fleet industry is in a state of flux, wondering which way it will travel in the future.

The industry has survived the recession in reasonable shape. Despite a collapse in new car sales from 2.3 million in 1989 to 1.6 million in 1991, fleet business (sales to companies operating more than 25 vehicles) remained relatively steady at a yearly average of 680,000 units. In 1990, sales to fleets accounted for 36.3 per cent of total sales, which had risen to a 42 per cent share by the end of 1993. At the same time firms streamlined costs by moving towards car leasing and contract hire, two sectors which increased their share of fleet business from 17 per cent in 1990 to 26 per cent in 1992.

Mr Colin McLean, managing director of Highway Vehicle Leasing and chairman of the British Vehicle Rental and Leasing Association leasing committee, is optimistic: "We are seeing, as an industry, a little more confidence in firms replacing vehicles."

He believes the changes in company car taxation will not harm the industry and that most firms and employees will stick with the company supplied car. He says: "Generally, reaction to the tax changes has been positive."

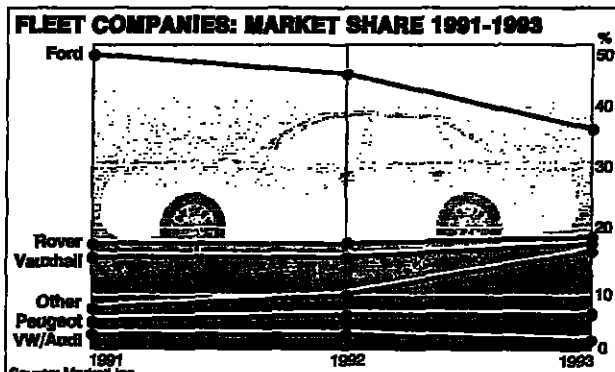


Have cars, will adapt: first-class customer service is today's theme for the Avis fleet based at Heathrow airport

**FLEET SHOW**  
The Fleet Show at Silverstone will be opened today by the racing driver Damon Hill. The show, which finishes on Friday, includes test drives and seminars. There are 24 car manufacturers among 170 exhibitors. Entrance is free, but restricted to those responsible for company car purchase and management. Times: 9.30am-5pm (4pm Friday).

This year's Monks Company Car Survey found that only two out of 171 companies questioned had moved to compulsory cash-for-car policies, and that only 10 per cent of company drivers took the cash alternative where it was offered.

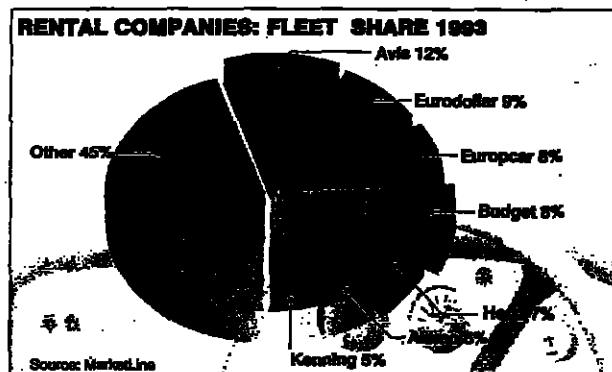
He says the industry must adapt to firms keeping their cars for longer, with replacement cycles now around 34 months on average compared, five years ago, to 27 or 28



months. "That's partly due to the recession," he says, "and in part due to the improved reliability of vehicles and reduced maintenance costs and longer service intervals." Mr McLean adds though: "Whether we have a three-year or a four-year contract, we still have the same business on a monthly basis and quite frankly I would rather have the longer contract."

The industry is, he believes, becoming more competitive,

and despite the present improving residual values and last year's healthier profit figures, says there are two areas to watch: "With 2 million new cars forecast to be sold in 1994 and next year, there could be an oversupply of used cars in future years, which is a worry for residuals." This, he fears, could be exacerbated by forecasts of low inflation rates which would also hit firms banking on high residuals in 1996 and 1997.



Avis Fleet Services has reported that companies offering cash in lieu of a company car have difficulty coming up with enough money to persuade drivers to give up their fleet cars. But Mr McLean believes there is business to be won offering private leasing schemes to retail customers who do opt out.

EuroDollar's managing director, John Leigh, backs Mr McLean's view of the need for exemplary service. "The challenge for us," he says, "is that the truly successful company will be the one which markets a demonstrably different product. We are all running the same products, cars from Ford, Vauxhall, Rover or whoever. They are all good cars and don't break down. So we have to improve the service to the customer to stand out."

David Knight, managing director of PHH Vehicle Management Services, believes that more companies will delegate fleet administration to external specialists in the contract hire and fleet management field. Hertz Leasing's

general manager, Stephen Barrett, believes the time is also right for firms to reconsider how they finance their fleets, and points out that while in 1993 rental costs fell 8 per cent, average vehicle acquisition costs rose almost 3 per cent.

Dale Morley, Avis UK's director of sales and marketing, says: "We are seeing a bounce back in 1994 after 1993, which in all honesty we need, given the severity of the recession in 1989-90."

He says the total car rental market grew just 1 per cent in 1991-92, but 5 per cent in 1992-93, adding: "The industry will do well to maintain 5 per cent growth in 1994."

Even so, Avis this year will buy 35,000 cars to service its rental business, compared with 30,000 last year. Avis is targeting the "replacement business", which supplies cars to customers such as the AA, RAC, leasing and contract hire organisations, which need vehicles instantly to cover for breakdowns, accidents, repair and service.

## The dash for cash falls flat

Tax measures have not curbed the appeal of the company car

THE COMPANY car, as part of the salary package rather than a necessary tool for the job, is a peculiarly British concept. It has, however, served British industry and commerce well and shows little sign of disappearing despite the attentions of successive Chancellors since 1988, when the taxable benefit was doubled overnight.

Under the new system, introduced this month, it is assumed that drivers receive a taxable benefit equal to 35 per cent of the retail price of their car. A business mileage of over 2,500 miles a year leads to a reduction in the tax burden of one-third, while a mileage of over 18,000 miles leads to a reduction of two-thirds.

The announcement of the new system immediately led to the emergence of a new sector of the motor trade as accountants, with manufacturers rushing to produce computer programmes which could calculate the tax position of every driver for every car. Car leasing companies and fleet management companies also produced various schemes to provide the most advantageous tax position for the driver and his or her company.

One matter they all agreed on was that a seemingly simple system produced a plethora of relatively complex answers. By feeding in even a slight variation to an individual case, the calculation of what car provided the best deal could change dramatically. For some an increase in salary to compensate for the loss of a company car has its advantages, but generally it seems that even the majority of people in that category are choosing to stay with a company car. The "dash for cash" predicted by some analysts has apparently not materialised.

Nevertheless, the ingenuity and skills of the fleet car business seem to know no bounds, and drivers now have a wide range of options available to them. Clear advice suggests that the individual should choose the package he feels most comfortable with, not necessarily the package that costs the least.

Among those who have examined the situation in detail is Lex Vehicle Leasing, which has found, through a MORI survey, that one in three company

drivers do not expect to react in any way to the tax changes.

Among drivers who are paid expenses for using their own cars, 72 per cent said they would take no action about the changes, while 24 per cent of company car drivers said they would be asking for a pay rise to compensate for increased taxation. For the same reason 14 per cent of company car drivers said they would ask their firm for a cheaper car. Only 1 per cent reported that their company was now phasing out company cars, while 38 per cent admitted that they had no idea of how much tax they paid on their company car.

Avis Fleet Services has found broadly similar attitudes in a detailed analysis it has carried out. Fewer than one in eight employees thought they would trade down to a car that would result in less tax being paid. Slightly over half of the companies consulted were considering offering a cash alternative to a company car, and 20 per cent of the companies had actually instituted such a policy, but less than 10 per cent of employees had opted for a cash alternative.

It is obvious that the cash option currently is not particularly attractive, with relatively few employees taking up the cash alternative.

LEN CLAYTON, managing director of Swan National Leasing, said, "Will thousands of 'perks' drivers examine their tax codings, hand back their car keys and make for their local second-hand dealers? Perhaps not. Alongside the cold financial analysis run considerations of convenience, comfort and culture."

"It is true that many company motorists use cars which are bigger and more powerful than they genuinely need, but they have grown too accustomed to this indulgence to give it up. They are also too conscious of the opinions of their executive neighbours to take the strictly utilitarian alternative and opt for a second-hand Astra. Even for the less image-conscious, there are real and powerful reasons for staying with the company car."

DAVID YOUNG

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SUCCESSFUL SOLUTIONS

Advanced training for motorists can save companies trouble — and cash

## Better driving pays off

EMPLOYEES who spend their working day tending potentially lethal machinery, or handling crucial work on a computer, invariably undergo intensive training plus regular refresher courses. Yet only now are firms waking up to the value of advanced training for staff in handling one of the most valuable, and most dangerous, pieces of machinery on any company's books — the company car.

Company car drivers are among the most accident-prone motorists on the nation's roads, but most simply collect their car keys without any assessment of their road skills, and are left to cover tens of thousands of miles a year on our roads, the most crowded in Europe, while fleet managers wonder why their insurance premiums continue to soar.

Slowly things are changing. Last year about 3,000 company car drivers went through the advanced courses offered by West Midlands-based Defensive Driver Training, one of the leading driver tuition firms. This year DDT operations director Mr Fraser Dryburgh estimates between 4,500 and 5,000 clients will undergo advanced driver training with them.

The benefits such courses bring are startling. Rob Barrowman, of The Fleet Show sponsors Fleet News, estimates that road accidents lose 1.2 million days of business driving annually and put a fifth of the UK's 3 million company cars off the road in any 12-month period. Insurance premiums drop, on average, 20 to 25 per cent for fleets



RAC training: most company car drivers drive too close and too fast

that have had training, while accident rates and claims usually fall between 50 and 65 per cent.

Insurance rates for fleets rose an average 40 per cent in 1992, and 25 per cent in 1993, so cost savings can be enormous. One firm to benefit has been DDT client Hambro Countrywide, whose estate agent boards under names such as Mann & Co, and Baird & Sons, dot the country.

Each year around 2,500 Hambro Countrywide staff are trained at DDT and Mr Dryburgh says: "In January 1993 Hambro were able to peg their insurance premiums at a time when everybody else was looking at increases of between 20 per cent and 25 per cent."

"This year they have been

able to shop around and get even better rates. For a firm that spends more than £1 million a year on insurance, the savings can be considerable and nothing like the money they spend on driver tuition. We estimate accident rates fall around 52 per cent in a fleet that has been trained by us."

There are further savings as trained drivers moderate their "foot-down" technique and use less fuel, are easier on the car generally and the brakes in particular, are more punctual and less stressed as well as having fewer accidents. Even a minor bump can cause major disruption to business and lost contracts.

Mr Dryburgh says: "Typically, we start with a couple of hours' theory in the classroom looking at attitudes. That is the biggest thing — most

people have the driving skills but don't apply them on the road. Most company car drivers drive too close, too fast, and don't leave enough space around their vehicle, so they don't know what is going to happen and don't have time to react when it does."

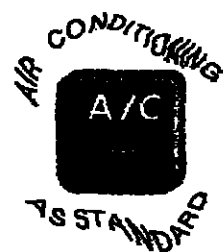
"Most drivers think they are infallible. We teach them that they are not." Courses, which cost on average £100 per person per day, also include specialist options for drivers who need to tow vans or exhibition trailers, and for mini-bus drivers.

The only surprising thing about advanced driver tuition is that, even given the cost-cutting of the recession, the increase in firms opting for driver training schemes is more a trickle than a flood.

VAUGHAN FREEMAN



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h falls flat



Remember last summer. Motoring down the fast lane in the glorious sunshine.

At 5 mph in the middle of a traffic jam.

Late for your meeting. Blood boiling. A danger to yourself and everyone else on the road.

The fact is, an executive is over 20% more likely to have an accident if the air temperature rises above 75°F.

A statistic that is unlikely to bring sweat to your brow if you're driving a new Peugeot 405.

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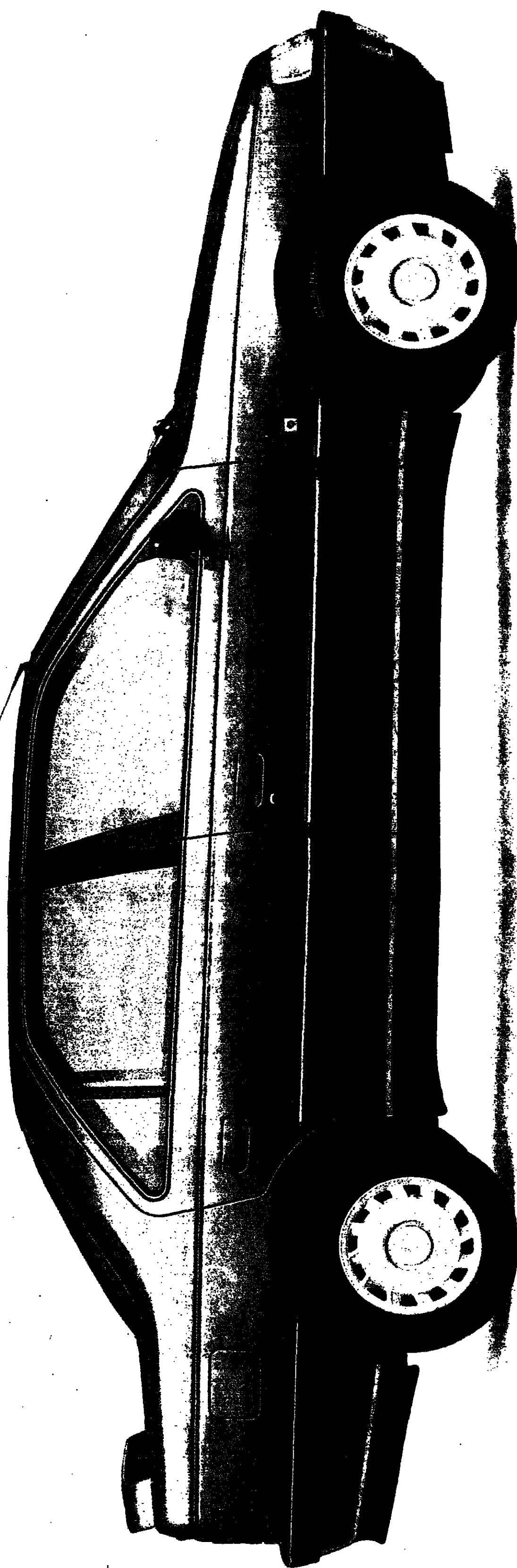
The result, however, is the same: comfortable cruising at the exact temperature of your choice.

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# Plenty of choice in a promising crop

Manufacturers are being highly optimistic about this year's products. Eric Dymock on the cars they hope buyers can't resist

Renault was forthright about tackling the fleet market when it introduced the Laguna. "The primary target... will be fleets. Up to 65 per cent of sales are expected to be to fleet customers, while 75 per cent will be conquest sales," it said at the launch early this year.

"The typical Laguna driver will be male, in his thirties, married with a family and have a managerial or representative occupation. He will earn £30,000 and own a second, smaller car used by his wife."

The Laguna replaces the lacklustre 21 and takes on the Ford Mondeo and Vauxhall Cavalier with impressive accommodation, style, build quality, performance and refinement. It handles rather better than it rides, and prices start at £10,570 for the basic 1.8 litre, and go up to £18,565 for a top trim 2.8 litre V-6. A diesel and a sporty 2.0 litre will follow.

Not all manufacturers are as eager for fleet sales. Restrained by quotas, Lexus

would prefer private buyers paying full price for its new GS300, although at £32,000 it is closer to the regular fleet sector than the astonishingly quiet and refined LS400 at nearly £43,000.

There is still plenty of choice among a promising crop of new cars, although manufacturers are trimming the margins dealers are allowed for bargaining and, in the case of the Ford Probe, removing them altogether and replacing them with a sort of handling charge. Vauxhall is hinting at a new pricing structure for the Omega — the Senator Carlton replacement — when it goes on the UK market on April 22.

The new car season got into its stride at the Geneva motor show last month. Multi Purpose Vehicles (MPVs) or people-movers were announced to optimistic — not to say reckless — forecasts of a European market of half a million a year by 1996. It is not easy to see where they are all going to go, but two factories are being built on the Iberian peninsula to make them. Both are joint ventures, a co-opera-



Multi Purpose Vehicles: "optimistic" new sales



Vauxhall Cavalier: under pressure from rivals

tive of Peugeot SA which includes Citroën, and of Fiat which includes Lancia.

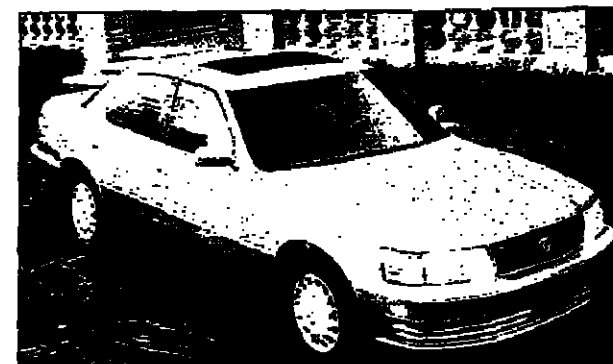
Motor Iberica will put four badge-engineered identical MPVs on sale in right-hand drive markets next spring, just in time to face up to a rival from the joint Ford-Volk-

wagen factory nearby. Vauxhall will introduce a General Motors MPV next year sourced from the United States.

Besides the Vauxhall Omega, this year's crop of new cars includes a bargain BMW, a replacement for the Fiat Uno, a stronger and more secure Fiesta, some excellent-value Hondas, revisions which make the Volkswagen Passat a true executive car at last, and a Volkswagen Golf Estate.

When car manufacturers draw up a new range of cars, it is customary for all the variables to be taken into account — an estate car, a convertible, coupé and saloon. But when BMW planned the 3-series, the shortened hatchback Compact was not part of the strategy. It has been introduced to meet a demand for a VW Golf-sized car of BMW quality. It has rear-wheel drive and is aimed at "BMW-dreamers" in their early 30s — about ten years younger than the current average BMW customer.

Yet it is not merely a variation of the 3-series theme. Although the car is the same



Lexus: astonishingly quiet and refined lines



Ford Fiesta: now stronger and more secure



Fiat Punto: stylish, practical — and a bargain

from the windscreen pillar forwards it is detailed separately, with a different bulkhead and fascia. Even the air conditioning and the heating and ventilation system was redesigned.

The main difference is the bob-tail. Commuters, BMW reasoned, do not need space. They want compactness. The noise problem common to hatchbacks was solved by re-engineering the empty space between the rear wheel arches, giving a Golf-sized car of real BMW quality.

Ford redrew the Fiesta with stronger bodywork to make it safer in accidents, better security to ward off thieves, and less speed to appeal to the insurance companies. The Si versions that replace the XR2 are slower but, says Ford, "...respond to a customer demand for greater convenience, comfort, and better equipment."

The Fiat Punto looks a bargain. Starting at £6,350 it is stylish, practical, and there is good reason to believe that Fiat is serious about quality.



Volkswagen Golf: in high demand for its size



Ford Probe: one of the best of the new arrivals



Renault Laguna: impressive style and performance

The Punto looks well-made and roomier than rival superminis such as the Renault Clio, Vauxhall Corsa, and Ford Fiesta. It is more handsomely finished inside than the rather gauche Fiesta.

Honda has long been importing motorcycles from its factories in America, and is now bringing in more cars from East Liberty, Ohio. The advantages are freedom from the import quotas to which Japanese-made cars are subject, and price. Cars made in America are not subject to the

rising Yen exchange rate and Honda is now bringing in the tempting Civic Coupé at prices starting at £10,450 and on June 9 adds an Accord Coupé, a 2.0 litre at about £16,000 and a 2.2 litre at under £20,000.

The new VW Passat has been given more than a facelift. It has a new air intake instead of the rather blunt front, but more important is an enhanced level of refinement and better interior trim. Out, too, is the VW Golf Estate turbo-diesel at £12,399, and petrol GL at £14,249.

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## The great management debate

There are strong arguments for and against outsourcing. Which side is winning?

Outsourcing is the "in" word. The benefits or otherwise of a fully integrated supply of services, with the fleet department taken over by the employee of a contract hire or similar outfit, have replaced cash versus car as the great debate of 1994.

Marks and Spencer set the ball rolling about a year ago. More recently, Whitbread, the brewers, changed its arrangements with its existing supplier for its fleet of 2,000 cars. The need to consider how best to run company vehicles has

arisen from the increased demands that are being made on the people who manage company car fleets. Apart from being able to buy, maintain and sell cars, fleet managers must also be accountants, personnel managers and even tax officials if they aim to provide a full service.

Rob Barrowman of Fleet News, sponsor of the Fleet

Show, says: "As the fleet manager's role becomes more demanding, many firms are considering the options of contracting out the service to one of the many fleet management specialists. There are strong arguments for and against having an in-house fleet manager on the payroll. An in-house manager may have better oversight of per-

sonnel records when it comes to making tax returns; an outside specialist may have greater experience or access to greater expertise."

Outsourcing has its sceptics. As Peter Thompson, sales director of Jessups, vehicle contractors based at Huddersdon, Hertfordshire, says: "In concept, outsourcing is not a new idea as similar schemes have been in place for many years under various guises. I believe that it comes from the need for many supplier companies to bolster the level of sales by means of innovative marketing."

"Major contract hire and leasing companies have a need continually to upgrade by revising their products and services. This is not a bad thing for, as we have seen,

levels of customer expectation have risen steadily over the past few years and companies that wish to compete must keep pace with the market they are serving. But where is the sense in change for the sake of change?"

An estimated 250,000 fleet vehicles are covered by external management services and a further two million are managed internally. Some experts argue that it is the companies in the middle size range with fleets of perhaps 300 to 600 vehicles that benefit most from contracting out their fleet management. A small fleet puts less demand on an in-house manager's expertise while a fleet of 900 or more vehicles makes it worthwhile to pay for a top full-time manager.

However, even the big operators can gain from outside expertise. Mr Barrowman says: "One of the biggest outsourcing deals involves four dedicated fleet managers operating a 1,250 vehicle fleet using sophisticated software that incorporates data previously handled by five separate in-house departments."

With a fleet of more than 250, a contract hire company will often run the fleet with a dedicated team without charge in exchange for an exclusive deal for sourcing the vehicles. Alternatively, companies can go for an "inplant", a fleet management professional who is employed by an outside

specialist but works within the client's own office.

Implant operators claim they can obtain valuable discounts on the purchase of vehicles by shopping around. They claim that there can be a saving of £30 a month, or 10 per cent, in the rental of the same car model between different contract hire companies. At that rate the saving on a 1,000 vehicle fleet would equal £360,000 a year. Contract hire companies say that 38 of the top 100 UK fleets now source their vehicles from single suppliers to obtain the best financial deals.

Again, Mr Thompson strikes a cautionary note. He says: "It is nonsense to suggest that a sole supplier arrangement can guarantee the lowest levels of rentals in the market place. We all know that one company cannot have the lowest rentals on all vehicles across all terms and mileages."

"It has become common practice for the large fleet owners to have a list of supplier companies. This ensures that the client should always be in receipt of the best possible quality standards, pricing and service but, just as importantly, it keeps the suppliers on their toes. This is a tried and tested method of selection."

Mr Thompson says the optimum way to run a client's fleet and keep costs down comes from brainstorming sessions. He says: "The best ideas are normally born out of discussion with the client. I do not believe that outsourcing is necessary or required and I certainly do not believe that client companies would suggest moving towards it."

His concern is that having an employee working for a client but paid by a leasing company can produce a conflict of interest, especially where the client has no say in the assessment and subsequent employment of the individual concerned.

Mr Thompson says: "A good fleet manager understands the culture and needs of his company, which are not always static and logical. Bearing in mind his working knowledge of his company, he tailors his needs accordingly. Whether this means using a leasing scheme, dealership supply or fleet management arrangement, the decision is his and is unbiased."

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## In a class all of its own

Running costs, rather than image, sell the diesel car

The jury is still out, reviewing the diesel engine's green credentials, but its economic virtues remain clear, especially for the fleet user.

Diesel fuel is no longer any cheaper than petrol, thanks to an excise duty regime in Britain which is out of step with the rest of Europe, and the second-hand value of diesel cars has dropped as the market share for oil-burners continues to increase. However, for the fleet operator the diesel car still has advantages which appear to be unassailable and it is therefore not surprising that the car that has won this year's Fleet Car of the Year award is a diesel model, the Citroën Xantia.

Large operators can buy their diesel in bulk and store it in above-ground tanks. By contrast, health and safety and fire regulations make it

competitor, and the major car manufacturers have been quick to tailor diesel models to accommodate the more demanding company driver.

The car industry is also confident that with tighter controls on fuel quality, better electronic engine management systems and the development of exhaust catalysts and particulate entrapment systems, the diesel's environmental reputation will soon be restored.

What then are the disadvantages of diesel? It is smelly and it can froth over on filling, but a little extra care can prevent such problems. Diesels are noisy when starting from cold, but they warm up and quieten within minutes, and from the passenger seat the modern diesel is indistinguishable from a petrol engine.

The diesel's economic virtues are clear for the fleet user

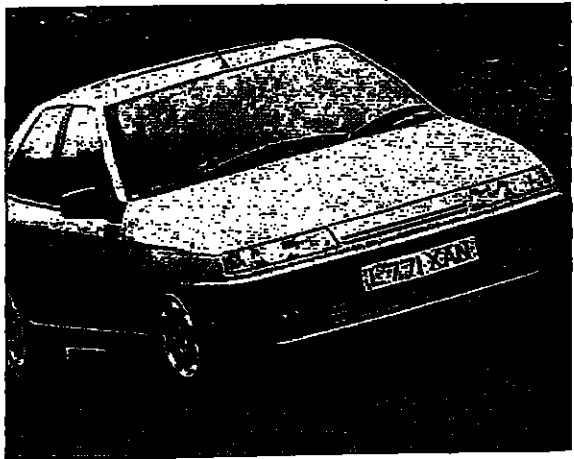
Diesel cars will therefore attract close attention this week at Silverstone. Even Damon Hill, who normally drives at the circuit in something considerably more powerful and positively environmentally hostile, will be behind the wheel of the Laguna, the new diesel model from Renault, when he opens the show.

The increased popularity of the diesel owes much to French manufacturers who, encouraged by a fuel tax regime which makes diesel considerably cheaper in France than petrol, developed attractive model ranges with more appeal to the modern driver.

The big two manufacturers, Ford and Vauxhall, have the biggest share of the market, but in percentage terms of overall sales it is Citroën which has taken the spotlight. Citroën's range has a class-leading diesel version in every category and its toughest competition will come from Renault and Peugeot.

However, the Silverstone displays are aimed at the hardest heads in the motor business. Running costs, rather than looks and image, will be the first consideration, and if any diesel-powered vehicle breaks the lap record at Silverstone it will be for the best mpg not mph.

DAVID YOUNG



Fleet Car of the Year: Citroën's Xantia diesel model

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## The Fleet Show at Silverstone

19-22 APRIL 1994

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## Steal a march on crime

Managers have to decide which security option is most suitable, says Meryl Cumber

According to the 1994 Lex Report on Motoring, 58 per cent of fleet managers had one or more of their fleet cars broken into during the preceding 12 months and 23 per cent had one or more cars stolen. It is little wonder, therefore, that auto-crime has become a focal point for fleet car users, suppliers and manufacturers alike.

When the AA launched its association with Tracker Network, the operation marketing the American vehicle tracking technology in the UK, it calculated the probable financial impact of each stolen year-old company car at an astounding £5,020 a vehicle. The figure includes provision for insurance, car hire and contract hire settlement but omits other costs such as lost work hours, administration, stolen equipment and the hassle factor. Add these together and you could be talking about twice the cost.

The problem for fleet managers is deciding which among the vast range of retro-fit security options on the market is most suitable if they need to upgrade existing protection. To provide some guidance, an initiative known as SS/PACT (Sold Secure/Partnership Against Car Theft) held a seminar for fleet managers. Its intention was to highlight security shortcomings and raise awareness of the solutions, which includes undertaking a "threat audit" for the fleet.

Newcastle-based SS/PACT was instigated by a local policeman, PC Tony Gilroy, who noted the inadequacy and inappropriateness of most security devices fitted on parked cars along his beat. The organisation has

now expanded to include representatives from many police authorities, vehicle security manufacturers and retailers, master locksmiths, CRISP (the trade association for retro-fit in-car equipment suppliers), the Retail Motor Industry Federation and the Association of British Insurers (ABI), and has published an SS/PACT-recognised list of security products.

The success of the seminar (80 per cent of the 130 fleet users said they would review security on their vehicles) highlighted the degree of concern over car crime and the present deficiency of effective preventive measures within fleets. Given that the Lex survey found that insurance premiums increased with the number of crime-related claims, and that the average premium was £595 per vehicle, fleet users can no longer afford to treat the matter lightly.

PC Gilroy says that the only way to fight increasing car crime rates is to eliminate human error from arming (turning on of security equipment) procedures. "We therefore recommend passive devices which turn themselves on automatically when the driver locks the car."

Manufacturers have also recognised that drivers cannot be relied

upon to activate security equipment, and are therefore introducing passively armed devices as standard in their new models.

Citroën's Xantia has a passive arming alarm which detects entry or internal movement, and remote control deadlocks on all but the base model.

Perhaps even more important now than frequently ignored alarms is the immobiliser. In the Xantia it is passively armed but requires the driver to punch in a personalised four-digit code on a keypad, itself a visual deterrent, to release it. "Since you would have to replace the engine management system to override the immobiliser — and we have not had any strange requests for new systems — we are pretty sure the immobiliser has been effective in preventing theft of Xantias," Julian Leyton, Citroën spokesman, says.

Both Ford and Vauxhall, the two main fleet suppliers, have also taken security to heart by incorporating passively armed alarms and immobilisers as well as deadlocks into their newest models, Probe and Omega. Obviously, the cost of all this additional equipment is reflected in the list price which now determines company car drivers' tax bills. However, neither manufacturer believes the extra expense will be resented because of the overwhelming threat and consequence of car crime.

Recognising perhaps that eventually all security devices can be overcome by the determined thief, Ford is presently working on its next weapon, a satellite tracing system. This, Ford believes, could become the next standard anti-theft accessory.



Auto-crime has become a focal point for suppliers and manufacturers

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# Market leaders stand by to expand

**G**loom may have been the predominant mood of Britain's fleet and leasing market in recent years but George Wood, fleet and leasing manager of Ford Credit Europe, believes there are genuine reasons for cautious optimism in the industry generally, and for Ford in particular.

He believes that the national economy is on its way back up and that the fleet industry will come back with it. He takes as his barometer the commercial vehicle market, which collapsed by 42 per cent between 1989 and 1992 but which over the next five years he says will rise 45 per cent as firms gear up for the recovery.

Other hopeful signs amid the tea-leaves include Ford's forecasts that annual total new car sales will rise above two million over the next few years, with company car volume rising in line with that. A survey of 300 Ford Contract Motoring customers shows that the future of the company car is secure.

"There has been a lot of speculation about the cash for car debate," Mr Wood says, "but when you work out the running costs of a new car, the company car still offers out-

**Unperturbed by the tax changes, Ford has aggressive growth plans, reports Vaughan Freeman**

standing value." More than that, he regards the changes in company car tax as an opportunity to expand what is effectively the retail leasing business side by providing, through schemes such as Ford Options personal contract hire scheme, cars to drivers who do make the "dash for cash" and opt out of company schemes. He believes schemes such as Ford Options, which already accounts for a quarter of all Ford retail sales, and rival schemes like it, will account for half of all new car retail sales within five years.

In preparation for better times ahead, Ford Contract Motoring, Ford's contract hire fleet management scheme, which at present runs a fleet of 32,000 vehicles, will expand to 55,000 units over the next three years. As it does so, Ford will tie itself closer to customers by offering a wider car mix package. This will raise the non-Ford element of the contract fleet from the present 6 per cent to between 15 and 20 per cent. Mr Wood says: "We

have aggressive plans. This market is growing but at the same time we want a larger slice of it. If somebody wants a fleet of 25 Fords and six Mercedes, then we want to be able to supply the lot, not just the Fords."

He says Ford Credit research forecasts a growth in firms which will acquire their fleets on a lease, and then look outside their own operation for fleet management specialists to manage and control their fleet acquisition, maintenance and disposal.

He believes contract hire, which enables fleet operators to have their cars without risking large capital losses should residual values collapse, will remain very popular, especially with small and medium size firms. Larger companies, however, might well rethink their contract hire schemes, and he believes they will consider other ways of financing and managing their fleets as the recovery continues.

Just as the balance between

leasing and contract hire may shift, Ford has been fine-tuning its business balance between provision of vehicles to daily rental fleets such as Hertz and Budget, and other fleet operations.

In the late 1980s Ford took 50 per cent of all daily rental business. That, says Tony Bridgen, Ford Fleet operations director, is now down to 30 per cent, while Ford has increased its market share in other areas, particularly contract hire, which accounts for a quarter of the total fleet industry.

Mr Bridgen says: "We are increasing our contract hire business, and we are doing that by building partnerships. Rather than just going to sell a lump of vehicles at a certain price, we try to talk to customers about the needs of their whole fleet and give advice on whether they should be contract hiring, or direct purchasing, and put in place an understanding where they will have Ford on their fleet."

As part of this philosophy, Ford opened in January its Business Centre in Ely, Surrey, offering "one-stop shopping" to Ford fleet customers, providing everything from demonstration vehicles, to help with warranty problems, and servicing schedules.

Ford, understandably, is bullish about the cars it has to offer fleet customers.

Mr Bridgen says Ford's fleet share of 28.1 per cent in 1993 has risen to above 30 per cent so far this year, helped by last year's number one fleet car, the Escort. The Mondeo, Car of the Year, is pushing the Escort hard and will take the Number One fleet car slot this year, Mr Bridgen accepts.

The just-launched Probe has attracted a lot of fleet attention among so-called "user-chooser" drivers who have the freedom to pick their company car. "We have more than 100 Probe demonstrators out with key fleets and contract hire companies, who are very pleased with it. We expect to sell a total of 10,000 Probes this year, half to fleets."



George Wood: "This market is growing. We want a larger slice of it."

## What do all these cars have in common?



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A London taxi converted to run on natural gas. There are more than one million such vehicles worldwide

## What will replace petrol?

**All over Europe, manufacturers are working on a cleaner form of car**

**T**he fleet manager's paradise on Earth has been sketched — a car that will cover 500mpg with the use of a hybrid petrol-electric power plant. Better still, accident-prone company car drivers might be behind the car's wheel but on motorways its computer "brain" will commandeer the vehicle to keep it at a constant distance from the vehicle ahead, cutting accidents and car wear and tear.

Professor John Turner, who heads a Southampton University team researching the car of the future, told a National Science Week lecture: "These cars will perform slightly better than today's and will be propelled on a system part petrol-driven and part electric."

Such a futuristic scenario may seem to owe more to Spielberg's sci-fi fantasies than the realities of the MI, but in fact motor manufacturers are already well advanced with vehicles that will revolutionise the company car fleet, and the sorts of fleets they use, with a view to improving economy as well as reducing exhaust emissions.

The fleet industry is unlikely to be slow to embrace any form of alternative fuel technology which will offer an economic advantage. In 1990 6.4 per cent of fleet vehicles were diesel-powered, and that has risen so far this year 23.9 per cent of the market. By the end of the year, the industry believes between 26 and 28 per cent of fleet cars will be diesel engine.

A motor industry expert Professor Gareth Rhys of the Cardiff Business School, University of Wales, recently told the British Vehicle Rental and Leasing Association: "The appearance of new types of car, be they electric or hybrid systems, could present the rental and leasing industry with a major opportunity. It could take the entrepreneurial risk of buying and providing such cars, or complete battery packs for electric cars, and if the products were successful the rental industry would claim the high ground within the market for new products. This could give the industry an unprecedented hold on consumer preference inasmuch as it would alter the nature of vehicle provision."

In France, the Peugeot/Citroën PSA group is striving for just such a hold on the burgeoning battery car market. The fleet initiative has been taken with hundreds of electric light commercial vans, such as the Citroën Visa-based but battery-powered C15 and C25, and the Peugeot J5 Transitsized van, already in use with local authorities and utility firms in France. Also PSA is running a pilot project in the coastal town of La Rochelle with 50 Citroën and Peugeot cars converted to electric power. The town has been dotted with roadside recharg-

ing points enabling motorists to recharge whenever the batteries run low.

Peugeot hopes to introduce a similar pilot project in Coventry in 1996 to prove the viability of such vehicles, particularly to fleets. In Italy, a battery version of the Cinquecento, the Elettra, is selling to firms linked to the electric power industries. The Italian and French manufacturers believe the scope is vast and that by the end of the decade between 200,000 and 250,000 electric vehicles a year will be bought across Europe.

There are other options arriving sooner. VW's revolutionary Ecomatic will arrive here in July, a car which turns the engine off when stationary, for instance at traffic lights, and when coasting (going downhill). The car's battery-powered speed has been boosted by a "blip on the accelerator" instantly reactivates the en-

gine, and VW say the system cuts fuel consumption 30 per cent in busy town traffic, simply because when the car is not moving, the engine is not running.

In Germany, the system has been refined further with an Ecomatic that runs on Biodiesel, a combination of rape seed oil and normal diesel, said to emit up to 22 per cent fewer nitrous oxide gases than even the standard diesel Ecomatic.

VW believes the Ecomatic idea will be of particular interest to fleets, such as those run by the Post Office, and despatch and delivery services, that do a lot of urban, stop-start motoring.

If diesel, batteries or rape seed oil are not exotic enough, there is always natural gas. British Gas is investing £15-million a year into the research of natural gas powered

vehicles. There are, incredibly, more than one million such vehicles world-wide, almost all on fleets. In the UK, British Gas has already converted about 300 vehicles, from Ford Transits and Escorts, to an executive Ford Scorpio and a London Taxi.

As well as evolving a nationwide refuelling network, British Gas is actively targeting fleets and is offering free financial viability studies to UK fleets which are considering the cost of switching to natural gas, which is currently cheaper than either petrol or diesel, is cleaner and also reduces engine wear.

It is inevitable that the coming years will bring ever tighter restrictions on vehicle emissions, while fleets will look to test any viable fuel alternatives that meet emission restrictions while offering improved economy. The question is not whether petrol will be displaced as the primary fuel, but which alternative will replace it, and when.

VAUGHAN FREEMAN

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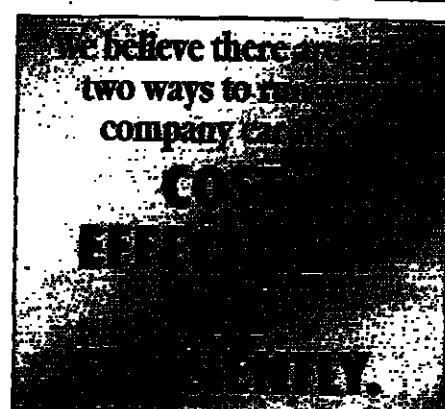
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## Chairman's choice resumes its place

Not long ago a Jaguar in the car park sent the wrong message. Those days, writes Eric Dymock, are gone

The return of Jaguar to its traditional role of the chairman's car will be welcome to Ford, which paid £1.6 billion for the company in the heady autumn of 1989, when big cars were still right for the chairman, and Britain had a car market of nearly 2.4 million. By 1992 it was 1.6 million and quite a lot of chairmen did not want to be seen in a Jaguar. It sent the wrong message to workers on short-time who wanted the burden of recession shared, and penurious shareholders demanding economies. A cultural change took place, which saw the introduction of "downsizing" — buying a quality car with a smaller engine — or replacing a BMW 7-series with a 5-series, or a 5-series with a 3-series. It was still a BMW, but was less provocative in the factory car park.

Another way of deflecting opprobrium was to avoid the classic marques altogether and instead of a Rolls-Royce, Mercedes-Benz, BMW, or Jaguar move to the anonymity of Lexus. It was just as big, cost just as much, but being Japanese looked proletarian without sacrificing an iota of the silence, refinement, and grandeur to which the chairman had grown accustomed. There could be no resentment over the boss in a jumped-up Toyota.

The recession nearly saw off the most prestigious makes in the motoring world. Sales of Porsches, Rolls-Royces, and Jaguars dropped by two-thirds. Mercedes-Benz and BMW survived because chair-

men could "downsize" to a 3-series or a 190. Rover prospered because it produced refined, dignified, premium cars with wood and leather interiors and came from a good family. There was no cheap Rolls-Royce. Porsche scrapped its elegant little 924 on the assumption that it could charge more or less what it wanted, and there was no small Jaguar — no 190, no 3-series.

Now as the car market painfully reasserts itself after recession, Jaguar is making something of a comeback. The 1994 edition of *Best buys for the business fleet* shows that the Jaguar Sovereign has regained the title of chairman's choice from Lexus. Chairmen are regaining their confidence; shareholders are taking off the heat.

The effect can be quantified by the sales figures for March, and although the sample is small it shows recovery proceeding. The luxury sector comprised 4,083 cars, up from 3,168 in 1993, an improvement of 28.9 per cent. This year to date Jaguar has sold 2,029 cars on the home market, up from 1,620 last year, or 16 per cent of the sector, about the same proportion as last year.

Sales in what the trade calls the high luxury sector (over £45,000) are still slow except for a useful gain by Rolls-Royce, up from 85 cars in the first quarter of 1993 to 142. The upper-middle-luxury division shows more uniform falls with the notable exception of the Mercedes-Benz S-class. The good news for Jaguar lies in the lower-middle-luxury sector between £23,000 to £32,000,



The Jaguar Sovereign has regained the title of chairman's choice from Lexus

which is up as a whole by about 40 per cent. Jaguar lead the way with 134 per cent gains over 1993. The mid-range Mercedes-Benz models also show useful improvements and the small C-class almost matches Jaguar's first quarter sales of all models.

March's losers included Lexus LS400, down from 105 in March 1993 to 58, balanced by the newly introduced smaller Lexus GS300 with 99 sales. The Saab 9000 continues strongly, up 28 per cent on last year, but Vauxhall Carlton/Senator has collapsed in the expectation of the new Omega. Ford Scorpio/Granada is

down 10 per cent on the quarter, 50 per cent in March. Jaguar accordingly may reap a little comfort from its nomination by *What Car?* as best luxury car on the British market. The design dates back 19 years, although it has been facelifted and improved in almost every respect since. The ride still sets a benchmark for luxury cars — it is superbly smooth and quiet. The handling is exemplary and the interior finish outstanding.

The 3.2 litre is more refined than the 4.0, its performance is more than adequate, and under the Ford regime Jaguars enjoy a three-year warranty. What more can a chairman do to win over the company accountant? Well...

choose a small car if times get hard again, perhaps.

There is yet another facelift on the way for the large Jaguar, but there is also a smaller Jaguar in the offing. It is unlikely to be as small as a Mercedes-Benz C-class or a BMW 3-series but it will take the place of the old Jaguar 2.4 litre. It means Ford can take on the Opel/Vauxhall Omega with a prestige name.

GM anticipated such a challenge when it planned the Omega. Last January it introduced an Omega variant into the US market as an entry-level Cadillac. If next year's Jaguar 2.4 looks like dabbling in prestige markets, GM could challenge Ford's prestige Jaguar with a prestige Cadillac.

## Offroaders leap to new heights

A four-wheel drive is a status symbol, says

Rodney Hobson

Increased sales of four-wheel drive vehicles for company car drivers have prompted the organisers of the 1994 Fleet Show to construct a special off-road driving course.

Keith Dalton, the show director, says: "There has been a surge in popularity of 4x4 vehicles with models such as the Land-Rover Discovery, Vauxhall Frontera, Ford Maverick, Isuzu Trooper, Nissan Terrano and Toyota Land Cruiser. The Fleet Show's test-drive facility is acknowledged as a valuable attraction by motor manufacturers and visitors, so an off-road course is the next logical progression for us."

While some companies such as water utilities choose four-wheel drives because they have facilities that are approached over rough terrain, the real growth in the four-wheel drive market is among top executives looking for something different.

Statistics bear this out. Last year total sales for two-wheel drive saloon cars favoured by company executives fell by 16,000 while sales of four-wheel drives rose by 19,000.

Geoff Cobley, managing director of Fleet Management Services, says that although four-wheel drives tend to be more expensive to buy they can prove cheaper in the long run if maintenance costs and residual values are taken into account.

Describing residuals as "phenomenal", he says: "There is a strong second-hand market for four-wheel drives and a strong second-hand market for diesels. Put the two together and the potential for holding value is double that of a conventional executive car. Not many people want to buy an ordinary large car that is two or three years old."

Mr Cobley points out that with more new four-wheel drives being bought, the strong second-hand market will not last for ever. For the

sells agricultural machinery such as ploughs that have to be towed onto farm land.

"Other users of four-wheel drives just want to be different and that is the half of the market that is growing. Four-wheel drives have got better in terms of quality. They are much quieter than they used to be. They are improving all the time."

Mr Cobley says: "Four-wheel drives are often chosen by executives who have risen up through the ranks and they want to distinguish themselves. They look for high levels of equipment."

The fashion for four-wheel drives has grown along with the choice of vehicles available. Mr Taylor points out that ten years ago there was nothing on the market apart from the Land-Rover. He says: "I have bought more four-wheel drives in the past 12 months than I did in the previous 12 years."

Nick Rothwell, fleet marketing manager at Ford, says the 4x4 fleet market has grown fivefold in the past five years. There were fewer than 2,000 sold in 1989, when there were just eight models to choose from. By the time Ford introduced the Maverick in 1993 it found it was competing against 18 other vehicles, but the market had grown to 10,000 fleet vehicles.



Land-Rover: the original offroader

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Carina E 1.6 XJ 4-dr	106	10.6	117	£12,120	41.0	£3,407	£1,502	✓
Xenia LX TD 5-dr	92	12.5	108	£12,900	41.9	£3,396	£2,274	X
Peugeot 405 GL TD 4-dr	92	12.6	109	£12,745	39.6	£3,594	£2,337	X
Mondeo LX TD 4-dr	87	12.6*	112*	£12,725†	44.6	£3,191	£2,085	X

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## UN humbled by failure

World leaders juggled lame excuses and recriminations yesterday as they confronted the United Nations' failure to protect the Muslim "safe area" of Gorazde from the Bosnian Serb army.

As the UN admitted it was powerless to prevent the Serbs taking over the town, politicians and diplomats around the world struggled to work out what they could do next. Pages 1, 9

## Sobers' 36-year record tumbles

Brian Lara joined sport's immortals yesterday when he made the highest individual score in 116 years of Test cricket. His innings of 375 in the fifth Test match against England kept the record within the Caribbean family. The previous record, 365 not out, had belonged to Sir Garfield Sobers for 36 years. Page 1

## Deal with Zulus

South African government officials were last night cockahoop over what they consider a breakthrough that will lead to the reconciliation of Zulu leadership's participation in next week's general elections. Page 1

## Law disorder

Operation Crackdown, an attempt by the Law Society to clean up the profession, has resulted in more than 100 solicitors facing disciplinary proceedings. Page 1

## D-Day pressure

War veterans' associations, backbench MPs and senior media figures are placing the Government under increasing pressure to scrap its programme of "festivities and public relations stunts" for the fiftieth anniversary of the D-Day landings. Page 2

## Schedule found

Special branch detectives hunting IRA terrorists in Ireland have found documents setting out the Queen's engagements and personal details of senior British Army officers when they raided a house in Dublin. Page 2

## Murder mystery

A millionaire businessman who appeared to have vanished in mysterious circumstances, until a schoolboy found traces of blood in his classic car workshop, was allegedly murdered by a friend and business colleague of 20 years. Page 3

## Cults come under spotlight

There are over 500 religious cults in Britain with about 500,000 believers, many of whose children are subjected to ritual abuse, a conference organised in response to the Waco siege was told yesterday. The conference in Hull was picketed by Church of Scientology members who are angry that their organisation should be grouped with other cults. Page 2

## Arson enquiry

Police are investigating an arson spree in Stockport, Greater Manchester, after seven schools and four business premises were firebombed in a series of attacks, causing £1 million damage. Page 5

## Cover-up time

Scientists have discovered that pulling on a shirt or skirt in the sun may not be enough to protect the wearer from burning. Tests show that in some cases clothes offer less protection than high-factor sunscreens. Page 7

## Shop protection

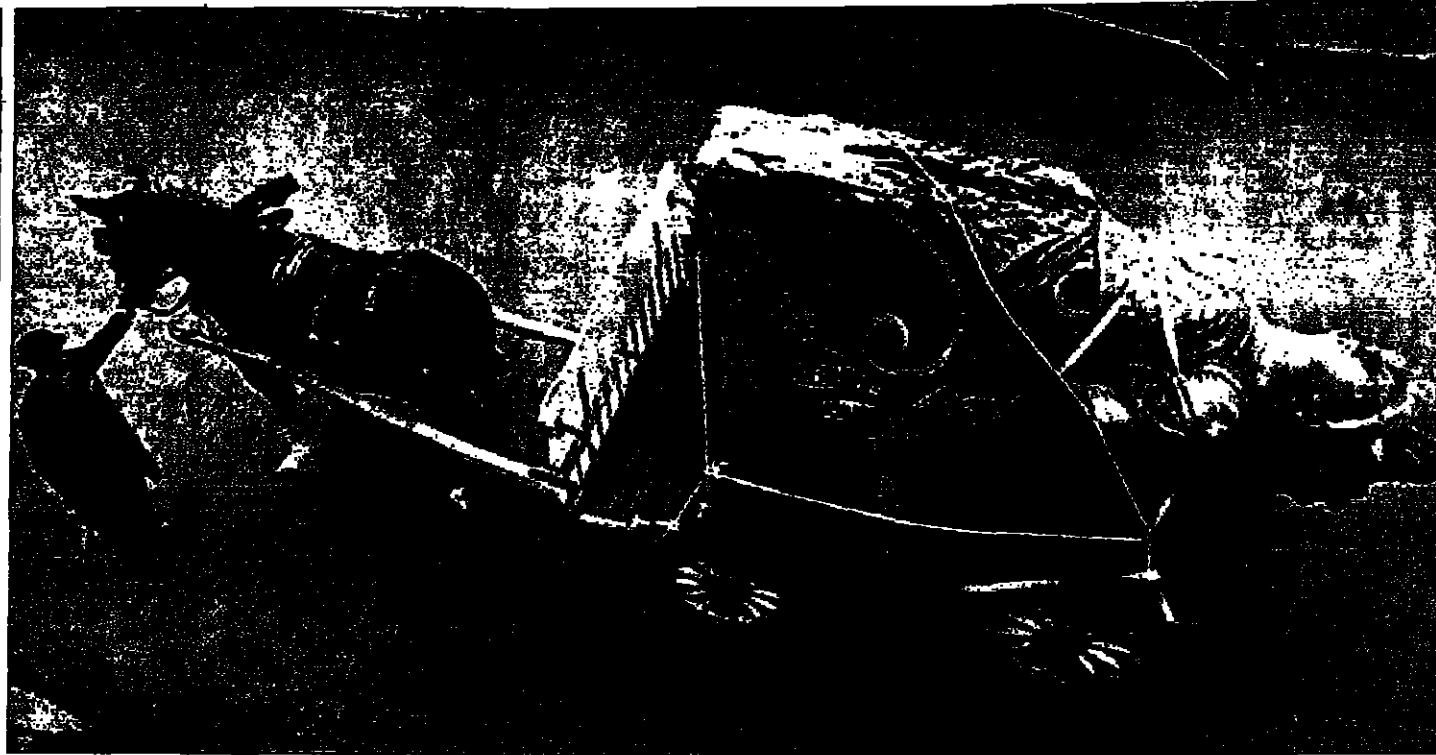
A group of Conservative MPs is planning measures that are aimed at curbing the powers of council inspectors to shut down small firms and shops. The MPs say the Government's Deregulation Bill does not go far enough and should be given more teeth. Page 8

## Cold warning

Russia and the West could be plunged into a renewed Cold War unless the Kremlin leadership accepts Nato's Partnership for Peace offer, Sergei Yushenkov, chairman of the parliamentary defence committee, said yesterday. Page 9

## Hamas ban plea

Israel is trying to persuade the British Government to declare the radical Palestinian group Hamas an illegal terrorist organisation. Page 11



Keith Warner and Bosun arrive at the Historic Dockyard, Chatham, with a figurehead of Britannia for restoration at the dockyard's conservation unit. The unit, which opened to the public yesterday, also provides a laboratory service for museums and galleries.

**Economy:** Falling consumer confidence, slowing growth in sales and evidence that inflation in the industrial sector remains subdued provide the platform for an interest rate cut if the Chancellor feels the economy needs a boost. Page 25

**Superspreaders:** Budgets, the grocer active in the South East, is the latest food retailer to fall foul of High Street store wars. Page 25

**Markets:** The FT-SE 100 index fell 30.1 points to close at 3138.2. Sterling's trade-weighted index rose from 79.9 to 80.0 after a fall from \$1.4733 to \$1.4700 but a rise from DM2.5235 to DM2.5290. Page 28

**Racing:** Topham Bay, twice a winner of the Whitbread Gold Cup, will attempt an unprecedented hat-trick of victories at Sandown on Saturday. Page 45

**Tennis:** Cédric Pioline, a finalist at last year's Monte Carlo Open, was beaten in three sets in the first round of this year's tournament. Page 46

**Athletics:** Andy Norman, dismissed as promotions director of the British Athletic Federation, denied that he had accused Cliff Temple, *The Sunday Times* journalist and coach, of sexual impropriety towards female athletes. Page 44

**Role model:** "She is not beautiful, she is not dead, she hasn't performed in England for 25 years. What does she have that holds people in such thrall?" Giles Coren on Barbra Streisand. Page 12

**Optimistic view:** Bernard Davey paints, writes and gardens, but tires too easily. Ian Robertson on the weatherman with MS. Page 13

**Recipe for chaos:** What seemed likely to be the biggest personal injury action in British legal history has collapsed at a cost of £30 million to the taxpayer. Page 35

**In from the cold:** The British sculptor Andy Goldsworthy, who usually transforms outdoor landscapes, is opening a large exhibition in Bond Street, courtesy of one of his fans: the president of the Japanese corporation Matsushita. Page 39

**Glass house:** Tomorrow the Victoria and Albert Museum opens its new glass gallery. Some 7,000 glass exhibits have been specially cleaned for the occasion. Page 39

**Boy Friend's birthday:** Sandy Wilson's musical *The Boy Friend* has been successfully revived, 40 years after its original West End production. Page 40

## THE TIMES TOMORROW

## Talk about communicating

Michael Green, chairman of Carlton Communications, airs his views of cross-media ownership and news scheduling.

## Secretaries and success

Are you interested in promotion and success? A 16-page colour supplement for ambitious secretaries encourages you on your way to the top.

## Poets cornered

Will the new Oxford professor of poetry be a complex modernist or one of the new populists? Rival camps press their claims.



The Conservative Party leader Ferdinand Hargreaves has called on right-wingers to boycott the poll and resist an ANC-led government. Page 10

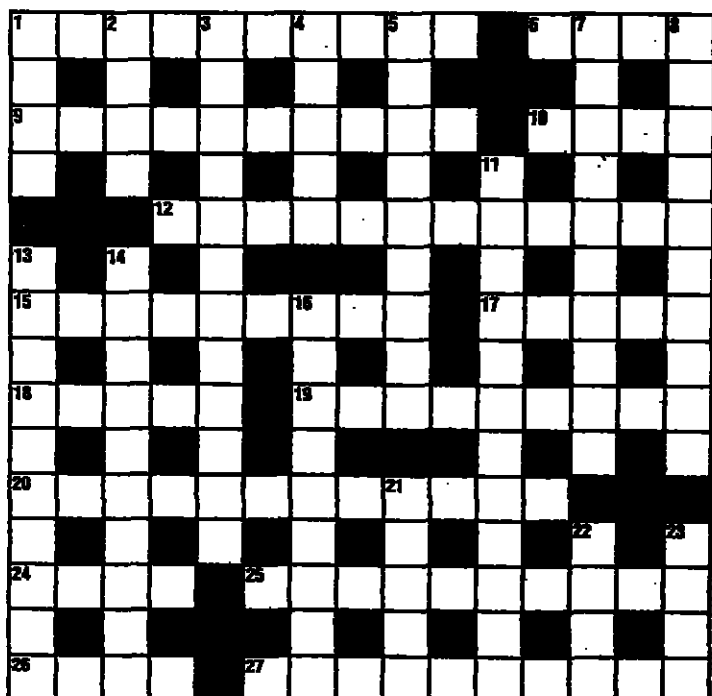


Diana Rigg's performance in *The Times* Readers' Accolade for best actor or actress in the West End last year. Page 3



Richard Branson and the Japanese owners of *Golden Hair* in London are planning to take a £150 million, 576-bedroom hotel. Page 6

## THE TIMES CROSSWORD NO 19,520



## ACROSS

- 1 Joint guard needed for armed timing device (5-5).
- 6 In highest period of success, account not settled in full (4).
- 9 Eddy's reported attempt with postal boss (10).
- 10 Fare from France (rail, that is) (4).
- 12 One works in oil, gens, tar - or a mixture of them (12).
- 15 People in court may get a slating about it (9).
- 17 Animal of some prestige, Rudyard demonstrated (5).
- 18 Relief that amounted to nothing? (5).
- 19 Christopher, perhaps, a Bow St runner (9).
- 20 Rupture as a consequence of a great leap forward (12).

## Solution to Puzzle No 19,519

RISKING CHARTER  
A E N O I O E  
C R A S S I N N I S  
K T P N S L W L  
E N T R E T I M E L E S S  
T L C M D N  
E R I C H A N E C D O T E S  
E O I R  
R E F E R E N C E A S P I C  
A C G D M A K  
O U A I U E I E L  
W H I S P E R E R I S L O O  
S N I S E S L I  
E N G O R G E E Y E W A S H

## DOWN

- 24 A free flat? (4).
- 25 Carriage to conduct oneself? Fellow need ticket, initially (10).
- 26 Portuguese silver used in swindle (4).
- 27 Unduly optimistic movement in the rand yesterday (6-4).
- 1 Sensations of women left without identification (4).
- 2 Islands in the Thames (4).
- 3 On reserves, they speak volumes (7,5).
- 4 A single climber ascended thus (5).
- 5 How stout party fell - from punch, say? (9).
- 7 Ticker-tape not always welcome? (10).
- 8 Choose to make a speech for all constituents (10).
- 11 Into the open, appropriately in straightforward style (12).
- 13 Many students learn from this deadly food! (10).
- 14 Running out of stock? (10).
- 16 Herts town re-built in the Lake District, for example (5-4).
- 21 Circular letter forbidding perfume (5).
- 22 Extremely light (4).
- 23 Type of poker that creates dust? (4).

Times Two Crossword, page 48

For the latest region by region forecast, 24 hours a day, dial 0891 500 followed by the appropriate code.

Greater London 701  
East of London 702  
West of London 703  
Kent, Surrey & Sussex 704  
Devon & Cornwall 705  
Wiltshire, Dorset & Somerset 706  
Berkshire, Bucks & Oxon 707  
Bedfordshire & Essex 708  
Northants, Cambs & Huntingdon 709  
West Midlands & Shropshire 710  
Shropshire, Hereford & Worcester 711  
Central Midlands 712  
East Midlands 713  
Lincoln & Humberside 714  
Derby & Powys 715  
Gwynedd & Clwyd 716  
NW England 717  
W & S Yorkshire & Wales 718  
N England 719  
Wales & Lake District 720  
SW England 721  
W Cornwall 722  
S Cornwall & Isles 723  
E Cornwall 724  
Glasgow & E Highlands 725  
NW Scotland 726  
Cumbria, Orkney & Shetland 727  
NIreland 728  
Weather is charged at 35p per minute (cheap rate) and 45p per minute at all other times.

For the latest AA traffic and roadworks information, 24 hours a day, dial 0333 401 followed by the appropriate code.

London & SE traffic, roadworks 731  
East of London 732  
West of London 733  
Kent/Surrey/Sussex/Essex 734  
M25 London Orbital only 735  
National traffic and roadworks 736  
National motorways 737  
West Country 738  
Midlands 739  
East Angles 740  
North-east England 741  
North-east England 742  
Scotland 743  
Northern Ireland 744  
AA Roadwatch is charged at 35p per minute (cheap rate) and 45p per minute at all other times.

Sunday: Highest day temp: Glasgow, 15C (59F); lowest day temp: Tynemouth, 8C (46F); highest rainfall: Kilmory, 10.0mm; highest sunshine: Scarborough, 12h.

**General:** Wales and much of northern and western England will be out with showers or longer spells of rain. However, eastern England will brighten up at times with fewer showers. Northern Ireland and southern Scotland should also see a little brightness but with quite a few showers around too. The rest of Scotland will be cloudy with frequent and heavy showers. It will feel warmer than recent days in the South East.

**London, S E England, E Anglia, Central S England, E Midlands, W Midlands, Channel Isles, S W England:** bright spells with the odd shower. Wind west to southwest, light. Max 13C (55F).

**S & N Wales, N W England, Lake District, Isle of Man:** cloudy, rain at times. Wind southwest, moderate. Max 11C (52F).

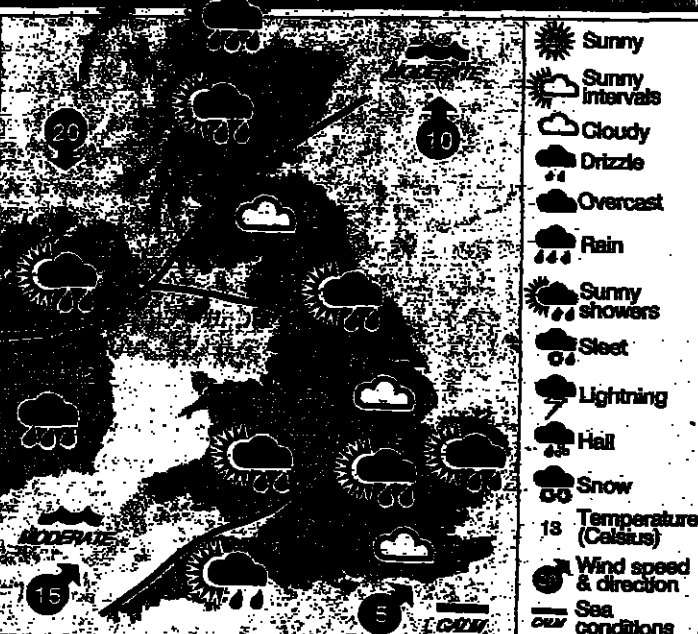
**E England, Central N England, N E England:** mostly cloudy with showers. Wind southwest, light to moderate. Max 11C (52F).

**Borders, Edinburgh & Dundee, S W Scotland, Glasgow, N Ireland:** brightening up with showers. Wind west to southwest, moderate. Max 10C (50F).

**Aberdeen, Central Highlands, Moray Firth, N E Scotland, Orkney, Shetland:** frequent and heavy showers. Wind light and variable. Max 9C (48F).

**Argyll, N W Scotland:** frequent and heavy showers. Wind north-west, moderate, becoming west. Max 9C (48F).

**Outlook:** changeable with further showers.



Changes to the chart below from noon: low V will move eastwards and fill, whereas low T will drift slightly northwards with little change in central pressure. High W will be slow moving with little change in central pressure.



	AM	HT	PM	HT		AM	HT	PM	HT
London Bridge	6.49	6.0	7.09	5.8	London	6.49	6.0	7.09	5.8
Avonmouth	6.45	5.5	7.05	5.3	Avonmouth	6.45	5.5	7.05	5.3
Belfast	11.49	6.21	4.59	2.9	Belfast	11.49	6.21	4.59	2.9
Cardiff	10.54	5.21	4.59	2.9	Cardiff	10.54	5.21	4.59	2.9
Doncaster	10.54	5.21	4.59	2.9	Doncaster	10.54	5.21	4.59	2.9
Dover	3.40	5.4	4.44	5.3	Dover	3.40	5.4	4.44	5.3
Falmouth	10.54	5.21	4.59	2.9	Falmouth	10.54	5.21	4.59	2.9
Glasgow	10.54	5.21	4.59	2.9	Glasgow	10.54	5.21	4.59	2.9
Harwich	4.54	3.3	6.19	3.2	Harwich	4.54	3.3	6.19	3.2
Hull	11.17	6.05	4.15	4.3	Hull	11.17	6.05	4.15	4.3
Manchester	11.09	6.05	4.15	4.3	Manchester	11.09	6.05	4.15	4.3
Sheffield	11.25	6.11	4.21	4.4	Sheffield	11.25	6.11	4.21	4.4
Southampton	11.25	6.11	4.21	4.4	Southampton	11.25	6.11	4.21	4.4
Swansea	11.25	6.11	4.21	4.4	Swansea	11.25	6.11	4.21	4.4
Torquay	11.25	6.11	4.21	4.4	Torquay	11.25	6.11	4.21	4.4
Weymouth	11.25	6.11	4.21	4.4	Weymouth	11.25	6.11	4.21	4.4

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LAW 35-37

Bitter pill for taxpayers to swallow



ARTS 39-41

Andy Goldsworthy: back to nature in Bond Street



SPORT 42-48

World record falls to Lara in Antigua

SMALL BUSINESS: SUCCESS FROM A KITCHEN SINK  
Page 30

# THE TIMES

TUESDAY APRIL 19 1994

## Kidder set to sue amid enquiry into alleged fraud

FROM PHILIP ROBINSON  
IN NEW YORK

KIDDER Peabody, the New York stockbroker, was last night preparing to sue Joseph Jett, its former chief bond trader. Jett, 36, was dismissed on Sunday night for allegedly constructing a year-long fraud that created \$350 million of false profits and boosted his own pay. He made \$9 million in bonuses last year.

Six other Kidder employees have been suspended amid an internal

investigation being led by Gary Lynch, former Securities and Exchange Commission. The SEC and the New York Stock Exchange are expected to launch separate investigations.

The scandal will push Kidder into the red for the first three months of this year and cost its parent, GE, the electrical and financial services group, a net \$20 million in first-quarter profits. It is understood the alleged scheme was discovered just hours before GE was due to release results.

Jack Welch, GE chairman, said: "Having this reprehensible scheme, which violates everything we believe in and stand for, and breaks our more than decade-long string of no surprises, has all of us damn mad."

Kidder said it is pursuing legal remedies against Mr Jett, who has been with the firm for almost three years. The scandal is being described as the largest in the bond market since August 1991, when news broke that the head of government bond trading at Salomon

had placed false and unlawful bids in the market.

Michael Carpenter, Kidder's chairman and chief executive, said Mr Jett's trades were phantom and involved no customers. He added: "This has all the appearance of someone, Joseph Jett, developing a trading scheme to improve the appearance of his performance. And it worked for him. His performance-based compensation for 1993 was over \$9 million, one of the highest at the firm."

The scheme is alleged to have

involved manipulating fictitious trades in government bonds, which would then show up in Kidder's internal computing accounts system as a profit, when no trade or profit had been made.

Kidder's first-quarter losses could hit \$150 million at a time when the firm was expected to report a record \$200 million profit. GE's profit, now due this week, is forecast at an unchanged \$1.085 billion.

Earlier this year, Kidder lost \$25 million in mortgage-backed securities after some hedge funds of

Askin Capital Management filed for Chapter 11 bankruptcy protection. Kidder said the charge against profits did not relate to activities in mortgages, derivatives or to market conditions in the first quarter. Mr Carpenter called the scheme an isolated incident that happened despite "state of the art" controls, compliance procedures and risk management systems. The charge robbed GE of reporting record first-quarter earnings.

Pennington, page 27

## Consumer poll sends Clarke rate-cut signal

BY JANET BUSH, ECONOMICS CORRESPONDENT

THE combination of falling consumer confidence, decelerating growth in high street sales and evidence that inflation in the industrial sector remains subdued yesterday provided the platform for a further cut in interest rates if the Chancellor of the Exchequer feels the economy needs a boost.

The latest figures go a long way to fulfilling the two conditions for a further rate cut, agreed at the March 2 meeting of Kenneth Clarke and Eddie George, Governor of the Bank of England — evidence of subdued economic activity and weak inflationary pressures.

It is not known what was agreed at the last meeting, on March 30, or whether the two men left a decision on rates open, contingent on the month's economic data.

The latest indicators all point to a flagging in confidence and economic activity in

the run-up to the first of the Budget tax increases. The newest Gallup survey of consumer confidence, conducted on behalf of the European Commission during the first two weeks of April, showed that confidence had fallen very close to the lowest level ever recorded in the 14 years this poll has been running.

Only 15 per cent of those polled said they expected their household finances to improve over the next year with 45 per cent predicting they would get worse. The negative balance of 30 per cent compares with 31 per cent in March 1990, just before the recession.

The poll coincided with figures showing that factory gate prices rose by only 0.1 per cent in March, giving an annual growth rate of 2.7 per cent compared with 3.4 per cent in February. This was the

lowest annual rate since September 1992; the City had been expecting output prices to rise about 0.3 per cent.

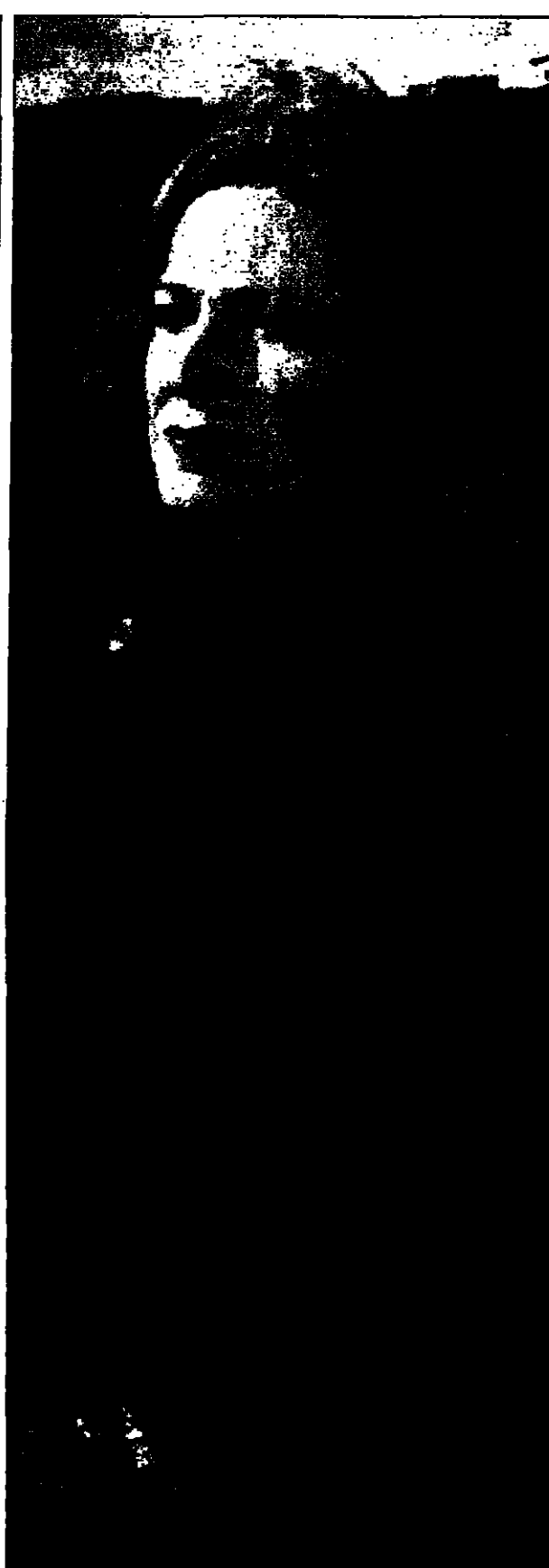
Input prices, the cost of raw material and fuel, rose by 0.3 per cent in March but were 2.6 per cent lower than a year ago, slightly worse than City forecasts. Even so, given Friday's figures showing core inflation had dropped to an annual 2.4 per cent in March, inflation outlook remains benign.

These snapshots of economic activity and confidence come on top of the Confederation of British Industry's survey, published yesterday, showing that retail sales growth had slowed for the second month in March.

In recent months, there has been a close correlation between CBI and Gallup surveys and official figures for retail sales. They suggest that sales figures for March, due on Thursday, may show that sales have been no better than broadly flat, or slightly up, after February's fall.

The Chancellor has only a narrow window of opportunity, at the moment, to signal a rate cut. City economists believe that after today the chance will be lost until July. The Bank will announce the terms of a new gilt auction tomorrow, at which point when-issued trading begins. After that, a change of rates is highly unlikely until the auction on April 27.

This, however, would be only a week before the local elections on May 5, followed by Euro poll in June. The minutes of the last three meetings between Mr Clarke and Mr George show a reluctance to cut rates too close to the polls.



Ann Iverson looks West to life after Mothercare

## Iverson quits Storehouse for America

BY OUR DEPUTY CITY EDITOR

THE board of Storehouse, the RBS-to-Mothercare retail combine, has suffered another defection. Ann Iverson, chief executive of Mothercare, is to take up a post in her native United States.

Ms Iverson, 50, joined more than four years ago after being hired by David Dworkin, the former chief executive, with whom she worked in America. Mr Dworkin quit after only six months, to the anger of the rest of the board.

Ms Iverson will not receive compensation for loss of office when she leaves in June, a rare event for a departing Storehouse executive, some of whose remuneration and compensation packages have been heavily criticised in the past. The group stressed that there had been neither disagreement over policy nor a personality clash with Keith Edelman, Mr Dworkin's replacement.

Ms Iverson announced her resignation just three days before the announcement of the winner of the Veuve Clicquot Award for Business Woman of the Year, for which she is one of the front-runners.

An unusual clause in her contract of employment at Storehouse would have given her two years' salary had the

company, which had been the subject of various actual and putative approaches when she joined, been taken over while she was there.

Various Storehouse executives have quit in recent years, most recently Graham Rider, the former finance director and the fourth such to leave in five years. The group is looking for a replacement. The news depressed the share price 11p to 218p.

Ms Iverson, who has a grown-up family in America, had worked with Mr Dworkin at Bonwit Teller, the fashion retailer, before his appointment to Storehouse. She is to join the Melville Corporation as head of its toy retailing division, a business with turnover of \$1 billion a year, about four times the level at Mothercare.

Storehouse sources were insisting her departure, which comes after an approach by headhunters, would not leave a significant hole at the top of Mothercare, which is currently being rebranded to a more child-friendly image and directing its efforts more towards the children's clothing market. For the time being, the Mothercare directors will report directly to Mr Edelman.

## Stocks tumble as Fed indicates new squeeze

THE US Federal Reserve said yesterday it would engineer another rise in US interest rates, the third in less than three months, sending stocks and bonds in America and Europe into a tail-spin (Janet Bush writes).

The announcement, which most believe will lead to a rise in the key Fed Funds rate from 3.50 per cent to 3.75 per cent, came as a nasty surprise. The markets had been expecting another squeeze on interest rates but had predicted the Fed would wait until the next Federal Open Market Committee meeting on May 17.

The Fed set a precedent for

yesterday's public statement of intent on February 4 when it announced the first of its tightening moves and set off a trail of destruction in the world's bond markets.

In London yesterday, the FT-SE 100 index closed 30.1 points down at 3,138.2. Prices of gilt-edged stock, which had been higher earlier on favourable inflation numbers, plunged to close about 13 points lower.

At lunchtime in New York, the Dow Jones industrial average was nearly 40 points lower.

Stock market, page 28

Pennington, page 27

## Budgens shares slide on profit warning

BY MARTIN WALLER  
DEPUTY CITY EDITOR

BUDGENS, the grocer active in the South East, is the latest food retailer to fall foul of high street store wars, with a profit warning that cut the company's stock market worth by 15 per cent.

Sustained aggressive competition on pricing by big food stores had trimmed prices at Budgens outlets by 3 per cent year-on-year, John von Spreckelsen, the chief executive, told his shareholders yesterday. The big retailers, whose market shares have been squeezed by the recession after years of strong growth, have been making life difficult

for their smaller rivals by cutting prices sharply.

This and the effect of temporary store closures as nine Budgens outlets were converted into low-cost Penny Market Discount Stores would leave trading profits 15 per cent down on the previous year, he added. In addition, already announced costs of £600,000 from the store conversions would be increased by further trading and associated losses of £1 million in the current financial year to May 1.

The news sent Budgens shares tumbling 5p to 29p, while the prices of its rivals at the budget end of the market fell in sympathy.

Christian Williams, a Budgens director, said the conversion programme was costing more than had been forecast and taking longer, while the results in the form of additional profits were not coming through as fast.

Budgens' main problem in the newly converted stores was that while the old customer base had declined as a result, new customers were only just being found. But the additional losses for the current year will be wiped out by a deal to sell and lease back a warehouse next to the main depot in Wellingborough, which will generate a disposal profit of more than £1.6 million.

Mr von Spreckelsen said Budgens

had traded resiliently against the background of stiffer competition on pricing and the continuing store openings by its rivals on its territory.

The company, and its German shareholder, REWE, which is assisting in the store-conversion programme, remained confident of the trading potential of the Penny Market concept, which has few direct competitors in the South East yet, and the two were discussing the best way to expand the operation. But there are no plans to convert any of Budgens' remaining 91 stores to the Penny Market brand.

Tempus, page 29

STOCK MARKET		THE POUND		GOLD	
FT-SE 100 3138.2 -30.1	DOW JONES 3633.21 -28.26	US \$ 1.4700 -0.0033	On 2.5290 +0.0055	BRENT-CRUDE \$15.20 per barrel (Jun)	
Middie trading figures					

LONDON CLOSING PRICES

MARKETS IN DETAIL PAGE 28, SHARE PRICES PAGE 32

BUSINESS EDITOR  
Robert Ballantyne

BUSINESS TODAY

STALLED

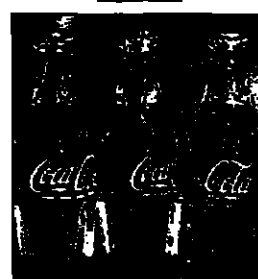


Standard Chartered intends to build up business in the Far East after failing to build up a British retail presence  
Page 29

GROUND RULES

A City disputes panel has been set up to arbitrate in wholesale banking and financial services disputes  
Page 26

FIZZY



Coca-Cola, the drinks group, has raised profits by 18 per cent despite the looming spectre of cola wars  
Page 26, Tempus 29

IN THE AIR

Europeans have checked on United Airlines plans to give workers control in return for pay cuts  
Pennington 27

Maine-Tucker  
Recruitment Consultants

## Losing A Senior Secretary Is No Joke!

It's not funny...

...when you have to organise a busy diary...by yourself!

It's not amusing...

...when you miss Clients, because your temp doesn't know who they are!

It's not a laugh...

...to watch your letters tray getting fatter & fatter every day!

And it's certainly no joke...

...when you realise that you've not only lost an excellent team player, but a hardworking colleague, who understood your every move, the way you worked & someone who could truly represent you in your absence.

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# Development bank finds lots to do in Russia

FROM ANATOL LIEVEN  
IN ST PETERSBURG

THE European Bank for Reconstruction and Development opened its annual meeting here yesterday, the first since Jacques Attali was replaced as the bank's president, and the first time a major international financial institution has held an important conference in Russia.

In negotiations before the meeting, IMF representatives and the Russian government worked to finalise the second \$1.5 billion tranche of the loan to Russia, agreed in principle last month between the IMF and Viktor Chernomyrdin, the Russian prime minister.

Speaking to yesterday's meeting, Mr Chernomyrdin re-emphasised that his government was serious about economic reform and control of inflation. He pointed to his success in

bringing inflation down from 20 per cent to 10 per cent a month, and said this would continue. But some economists at the meeting were not so sure, arguing that recent credit releases will lead to a surge of inflation next month.

Mr Chernomyrdin admitted to problems in the investment climate. "Regrettably, not all our authorities and enterprise directors welcome the investment they themselves need."

But he also blamed the West for not coming up with the aid to small businesses promised at the Tokyo summit.

In his opening speech, Jacques de Larosière, the new EBRD president, stressed investment for private business, especially smaller firms, as opposed to major state projects. This he said would be the key to the bank's approach. The mood among delegates yesterday was of satisfaction at the change in leadership of the

bank and support for M de Larosière.

One major EBRD deal with Russia was signed on Sunday, providing a standby credit of \$103 million to support a Russian space venture. The Khromichev firm's Proton rocket is to launch a satellite for the London-based International Maritime Satellite Organisation, in a deal worth \$36 million. The Proton satellite is perhaps the most successful example so far of military conversion in Russia. Khromichev used to make SS19 nuclear missiles, but with the collapse of the Soviet armed forces was briefly reduced to making children's bicycles. It now has satellite contracts worth \$600 million.

Successes like this, and fair words from the EBRD, cannot disguise the fact however that the general climate here for major investment remains acutely unfavourable. A recent Gallup survey among English businessmen put

Russia close to the bottom of the league as a place to do business in many fields.

Last week, a report by the US consulate in St Petersburg, leaked to the press, discouraged American tourists from visiting the city, saying it was too dangerous. "In the past year, the crime and safety situation in St Petersburg has deteriorated significantly... chances are your visit here could develop into your worst nightmare."

Last Thursday, in a move that bewildered Western businessmen here, tax officials imposed a VAT of 23 per cent on foreign capital in Russia. This was promptly denounced as illegal by reformist members of the Russian government, who argued that it was a misinterpretation of a Yeltsin decree. The impression of chaos within the Russian administration remains hard to avoid.

## GEC-Alsthom confirmed for Korean contract

GEC-ALSTHOM, the Anglo-French trainbuilder, has been confirmed as the winner of the \$2.1 billion battle to construct the first high speed-train system in South Korea. The Korea High Speed Construction Authority awarded the contract yesterday after securing a promise to transfer technology necessary to enable Korean companies to build their own trains in the future, and to participate in the development of successive generations of trains. The agreement was signed in the face of competition from Siemens of Germany.

About \$1.1 billion of hardware for the project will be supplied from Europe, including trains from GEC-Alsthom's French plant and signalling equipment from Britain. A further \$1 billion of the GEC-Alsthom contract will be sourced in Korea. The 256-mile link between Seoul and Pusan will cost \$13 billion in total. GEC-Alsthom won sole negotiating rights last August, but completion was delayed as the Koreans pressed for better terms.

## Time Warner warns

TIME Warner, the American entertainment group, said its cable television business will be under pressure this year because of new rate regulations from the US Federal Communications Commission. Time Warner saw net losses deepen to \$51 million (\$15 million) in the first quarter to March 31, on sales of \$1.56 billion (\$1.52 billion). But a reduction in preference dividend payments led to losses per share being reduced to 14 cents (33 cents). First-quarter earnings, before interest, taxes, depreciation and amortization, were \$639 million (\$632 million).

## Royal Bank on line

DIRECT Banking, the telephone banking service that has been set up by the Royal Bank of Scotland, was launched yesterday, creating 120 jobs in the process. The free service, which operates 24 hours a day all year round, is available to all Royal Bank personal customers. Account holders can telephone from anywhere in the United Kingdom for the cost of a local call and tap into a range of services that include the payment of regular bills, stopping cheques, cancelling lost personal identification number cards and ordering chequebooks.

## Japan surplus at \$122bn

JAPAN'S trade surplus swelled to a record \$121.99 billion in the year to March 31, 1994, but economists say the figure is likely to shrink this year at least. "It won't drop drastically, but the surplus has peaked," said Kozo Koike, economist at the Industrial Bank of Japan. The fiscal 1993 figure, released by the Finance Ministry yesterday, topped the previous high of \$110.89 billion set in 1992-93. Japan's trade surplus with the US, its most vocally irate trade partner, also rose in the year, to \$51.14 billion from \$45.76 billion the previous year.

## Usborne shares frozen

SHARES in Usborne were suspended yesterday at 19.5p when the pig and grain group said it was likely to slide substantially into the red at half time because of losses in the pig production business. The division's trading problems, prompted by weak pig prices, were compounded by a breakdown in management control of the accounting systems, the company said. An investigation is under way. Richard Endacott, finance director, said the company was also reviewing its pig operations.

## Shares up at busy BAA

SHARES in BAA were boosted 7p to 98.5p by news that Britain's leading airports operator handled 6.7 million passengers in March — up 10 per cent on the same month last year. Commenting on news that the Australian transport minister is pressing for the sale of 22 state-owned airports, a BAA spokeswoman confirmed that the company had held talks with Australian state officials and businessmen. In the year ending March 31, BAA's seven airports handled 82 million passengers, up 5.6 per cent.

## McDonnell flies higher

MCDONNELL Douglas reported first-quarter earnings of \$134 million, or \$3.41 a share, compared with \$94 million, or \$2.41 a share, in the 1993 first quarter. John McDonnell, chairman, said that, like the rest of the aerospace industry, his company faced continuing reductions in military procurement combined with "unprecedented weakness" in the commercial aircraft market. But "hard work in reducing costs and improving quality" had brought strong earnings, an improved balance sheet and a strong line-up.

## Harmony's £7m buy

HARMONY Property Group announced the £7.05 million purchase of offices and shops in the South East, and a small reduction in first-half losses. Bruce Owen, the seller, is to become an executive director of Harmony, whose shares were "suspended yesterday because of the size of the acquisition. The USM-quoted group also said it would seek a full listing. In the six months to September 26, 1993, pre-tax losses totalled £323,000 (losses of £344,000). Losses per share were 0.50p (0.95p loss). There is again no interim dividend.

## Linton Park leaps 38%

INCREASED tea production by its estates in Kenya and Malawi allowed Linton Park, the tea and coffee producer and food trader, to lift profits 38 per cent in 1993. Higher tea prices also helped the company to pre-tax profits of £10.6 million against £7.7 million the previous year, while overall sales rose to £143.5 million (£129 million). Net interest payments fell to £1.1 million (£1.9 million). Earnings per share moved ahead sharply to 41p against 31.8p last time, and the total dividend is 15p (14p), courtesy of a 12.5p final.

## CentreGold payout

CENTREGOLD, the computer-games publisher and distributor that came to the stock market last October, has declared a maiden interim dividend of 0.8p after a 24 per cent increase in pre-tax profits in the six months to January 31, 1994, from £2.1 million to £2.6 million. Earnings per share rose 4 per cent to 4.70p (4.46p). Sales were boosted by new products such as Winter Olympics for CentreGold's first Nintendo product. Shares added a penny to 137p, compared with the flotation price of 125p.

## Engineers forecast 40,000 job losses

By ROSS TIEMAN  
INDUSTRIAL  
CORRESPONDENT

THE first signs of an investment-led recovery are showing in Britain's engineering industry, but no firm resurgence in demand is possible without an economic recovery in mainland Europe, the Engineering Employers Federation (EEF) said.

Depressed demand in Britain's chief export market will combine with pressure for efficiency gains to trigger another 40,000 engineering job losses in the next 12 months, the EEF said in its spring economic forecasts.

"Growth will not be sufficient to maintain employment levels in the industry," said Ian Thompson, the EEF's economic adviser. However, a 3 per cent output increase is expected during the coming 18 months. The recovery is expected to be led by manufacturers of computers, electronic equipment and cars.

"The need to replace obsolete or worn-out equipment is beginning, we think, to drive a gradual recovery," Mr Thompson said. However, investment remained at historically low levels and appeared to have begun rising unusually late in the economic cycle, he added.

## Disputes panel offers alternative to courts

The scheme will provide an alternative resolution to disputes to the courts, run by people who understand the banking and wholesale financial services industry

By ROBERT MILLER

THE City Disputes Panel (CDP), backed by leading figures from the legal profession, and with Lord Kingsdown, former Bank of England governor, as president, was launched yesterday to offer arbitration and mediation in wholesale banking and financial services disputes.

The aim of the new body is to provide a quick and simple alternative to using the courts. Some disputes could be settled within days.

The CDP, which hopes to sign up "a couple of hundred members" in the first year, will be able to call on a judicial panel including five former Lord Justices of Appeal and at least a dozen QCs.

Each arbitration panel will have two financial practitioners presided over by a chairman with judicial experience. Tribunal rulings will be enforceable by the courts if necessary.

Members will pay an annual subscription fee of £400 plus additional costs if they use the arbitration service. Hearings, for example, could cost between £1,250 and £2,000 a day. But these costs are tiny when compared with those connected with legal proceedings which could be spread over a number of

years, said Richard Freeman, the CDP's chief executive. He estimates the savings achieved by using the services of the CDP could amount to "tens of thousands of pounds." No question of that.

Founder members include Barclays, NatWest, Swiss Bank, Standard Chartered, Coopers & Lybrand, the Chartered Institute of Arbitrators, Lloyd's of London, The Law Society and Slaughter and May.

Lord Kingsdown said: "We are not in conflict with any other organisation which exists including the various private dispute resolution procedures within the different trade associations."

Stanislav Yassukovich, a former deputy chairman of the Stock Exchange and a founder member of the CDP, added: "The difficulties of the court system run by the state have been compounded in recent years by pressure of business. The CDP will satisfy the need for an alternative of the highest quality, run by people who understand the banking and wholesale financial services industry at home and overseas, and who are interested in the fast and just resolution of disputes."



Lord Kingsdown will preside over the new panel

## NatWest's lending 'least risky' of big four

By PATRICIA TERHAN  
BANKING CORRESPONDENT

NATIONAL Westminster Bank was the only one of the big four high-street clearers to increase its share of the domestic corporate-customer market in the past two years, and its lending to large firms is "much less risky than that of its peers", says a report from BZW.

In a report into trends in UK bank quality, BZW's analysts found NatWest had a low proportion of high-risk lending to large companies: 14 per cent, compared with about 35 per cent for the others.

As a result, they found, "NatWest's overall lending appears to be much less risky than average — 28 per cent of all lending is high-risk, compared with about 38 per cent for the other major clearers."

NatWest's relatively lengthy credit assessment process, although possibly resulting in some loss of potential business, "appears to have had a positive impact on credit quality", the report said.

"NatWest was the only one of the big four to increase its market share over the last two years, from 24.72 per cent in January 1992 to 25.41 per cent at the end of last year. By comparison, Barclays' market share fell from 27.62 per cent to 26.44 per cent, Lloyds' from 14.71 per cent to 14.04 per cent and Midland's from 13.64 per cent to 13.29 per cent."

Some of the smaller regional banks have also increased their market share.

## Canadian seeks top OECD job

By COLIN NARBROUGH

THE Organisation for Economic Co-operation and Development (OECD), the advanced industrial nations' think tank, has been too slow in addressing key economic issues and must start to play a more pro-active role, said Donald Johnston, the Canadian contender for the OECD secretary-generalship.

Mr Johnston, a former Liberal Cabinet minister, said his candidacy had strong backing from America, Japan and New Zealand were also behind his bid to succeed Jean-Claude Paye, the OECD's current secretary-general. An OECD ministerial meeting in June is expected to decide on the succession.

M. Paye, a Frenchman, is seeking a third term in office, having already served two five-year terms. But some countries have become critical of French over-representation at international institutions. The European Bank for Reconstruction and Development is headed by a Frenchman as is the International Monetary Fund.

Lord Lawson, the former Chancellor of the Exchequer, and Lorenz Schomerus, top official at the German Economics Ministry, are the other contenders for the OECD job.

## Things go better with Coke

By PHILIP FANGALOS

COCA-COLA Co defied the looming spectre of cola wars in our supermarkets to boost first-quarter net profits 18 per cent to \$521 million. Sales for the quarter to March 31 were up nearly 10 per cent to \$3.35 billion. Earnings per share grew to 40 cents (34 cents).

The American soft drinks company said it achieved better-than-expected volume, with worldwide volumes up 7 per cent year-on-year. However, unit case volume in the Africa Group fell 6 per cent, hurt by a difficult economic environment throughout the region and social unrest in some key markets. Unit case volume in the Pacific Group grew 10 per cent, led by a rise of 29 per cent in China.

Robert Goizueta, Coca-Cola's chairman and chief executive, said: "In an environment of continuing economic weakness in several major international markets, we widened our global share leadership and advanced earnings and cash flow to record levels."

Mr Goizueta said the acceleration of volume growth in the US and overseas as the quarter progressed "bodes well" for the rest of the year.

Brand wars, page 6  
Tempus, page 29

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EPS: 3.9p (3.2p)  
Div: Nil (nil)

**BISCH MINING (fin)**  
Pre-tax: £40,000 loss  
EPS: 0.04p (EPS 1.29p)  
Div: 0.88p (0.88p)

**LONDON & ASSOC IT (fin)**  
Pre-tax: £1.52m (£1.1m)  
EPS: 1.48p (0.90p)  
Div: 0.58p, mkg 0.84p

**CRESTON LAND & EST**  
Pre-tax: £14,000  
EPS: 0.03p (LPS 0.25p)  
Div: Nil (nil)

**DENSTRON INTNL (fin)**  
Pre-tax: £806,000 (£1m)  
EPS: 1.54p (8.88p)  
Div: 1p (1p)

**WASTE MANAGEMENT INT**  
Pre-tax: £38.7m (£34.4m)  
EPS: 6.4p (6.1p)  
Div: —

There was a loss of £398,000 last time. Results affected by £750,000 of commercial property provisions. Housing sales were ahead 50%.

There was a profit of £161,000 last time. There was an exceptional charge of £125,000 to provide against South African investments.

Last time's total dividend was 0.58p. The net asset value increased to 48.8p (39.1p). Company expects results for 1994 to be satisfactory.

Interim results. There was a loss of £51,000 last time. Turnover fell to £2.84m (£3.46m). Results helped by profits from Land and Estates.

Turnover rose to £53.2m (£41m). Profits were depressed by product supply problems in Taiwan and by disappointing results in US.

First-quarter results. Turnover increased to £268m (£229.9m). Operating profits grew 22.1 per cent to £41.9m (£34.3m).

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□ Chancellor at the cutting edge □ United's route through Bermuda triangle □ Ghostbusters hover over Wall Street broker

## Taxing times for Clarke

IF IT happens, it happens today, unless the new divining tool of openly published minutes of meetings between Kenneth Clarke and Eddie George proves to be unreliable. We are, of course, talking about the next base rate cut.

We now know that at the meeting on March 2, both agreed that another interest rate cut may be desirable if inflationary pressures were to remain subdued and if economic indicators pointed to subdued activity levels. We don't know whether what Mr Clarke last week called "a bias towards easing" remained intact at the March 30 meeting but there is no reason to think it didn't.

Recycling the statistical tea leaves from last month, there was weakness in official retail sales figures, the CBI's distributive trades survey and in the Gallup poll of consumer confidence. Much the same story appears to be emerging this month, with only Thursday's official high street figures yet to come.

February's RPI figure, released between the two March meetings, was down but not by quite as much as some had expected. This, however, was balanced by March's RPI figures, published last week, which were far better than anyone had anticipated.

Counterbalancing obvious weakness in inflationary indicators and a softening of demand in the consumer sector has been a relatively steady, healthy performance in industry since the slump at the turn of the year. With a medium-term need to rebalance the components of British economic growth away from consumers and towards investment and exports, perhaps the evidence of the last two months is exactly what the Chancellor is looking for.

But Mr Clarke didn't seem to be in a medium-term frame of mind in his meetings with Mr George, expressing privately what he denied publicly: that tax increases pose a significant risk to the pace of the recovery and that he has consistently argued in favour of easier money.

His chief concerns appeared to be of timing and credibility and this makes it a difficult call. If he wanted to cut now, it would have to be today because when-issued trading in the next gilt stock starts tomorrow. By the time of the auction on April 27, it is too near elections in May and June. May also happens to be the month

when April's RPI is published, the figures with the maximum boost from tax increases.

It is, of course, not cast in stone that a decision on rates has to be taken at these regular meetings but it would risk a severe loss of credibility with the markets if a cut (or increase) were to be decided at any extra meeting, not subject to the new discipline of openness.

Conceivably, the excitement last week over voluntary disclosure of disagreements between the Treasury and the Bank may persuade the Chancellor to cast aside his rate-cutting instincts for now.

### Wolf out the door

STEPHEN Wolf is a changed man. The chairman of United Airlines was never one to resort to the hysterical rantings of some other US airline chiefs we could mention (and some US transportation secretaries as well), but gone is the "Wolf at the door" image so apt when United was seeking a Heathrow presence.

### PENNINGTON



In a lunchtime speech to the Aviation Club of Great Britain yesterday, Mr Wolf threw his not-inconsiderable clout against the "histrionic table pounding and shrill rhetoric" of transatlantic air wars in support of MPs who had called for a calm, rational and gradual approach to renegotiating the decades-old bilateral treaty known ubiquitously as Bermuda 2.

Your House of Commons transport select committee has done an extraordinary job in laying out a solid, factual foundation for productive discussions. Their report goes a long way toward dispelling the carrier- and government-generated smokescreen that usually obscures any critical examina-

tion of UK-US aviation relations. In the audience, Gwyneth Dunwoody, a leading member of the committee, positively purred.

The basis of a transatlantic consensus was all there — no room at Heathrow, no instant answers on US ownership laws, but a real commitment to regional expansion at Glasgow, Manchester or Birmingham, where routes are heavily restricted. In the audience, airport chiefs positively beamed.

But Mr Wolf is not completely tamed. He claimed last week's Virgin code-share deal, which gives Delta seats into Heathrow, required changes in Bermuda 2. And he called for the "long-overdue" establishment of a second US carrier on the Chicago O'Hare-Heathrow route. United, naturally.

Mr Wolf also revealed that two major European carriers, both heavily backed by their respective governments, had been in contact to check on United's "employee transaction" plans, which will eventually give the workforce a controlling stake in the airline — at the cost of pay-

cuts of 25 per cent. As a way of controlling the burgeoning labour costs of state airlines, it could have a lot to commend it in Europe. (Though it could bring France to a halt.)

The pity is that Stephen Wolf is likely to step down in the summer, taking with him decades of experience in the airline industry. When the "air wars" norm is bitter, back-biting self-interest, the departure of his "back to the marketplace" philosophy is a real loss.

### You can kid a Kidder

GENERAL Electric's problems may well stem from phantom trades in government bonds but, it now becomes clear, recent rumours that all was not well at Kidder Peabody were anything but ethereal.

Speculation that the Wall Street brokerage house had encountered problems hit General Electric's share price the week before last; so much so that the US conglomerate let it be known that first-quarter earnings were "at the high end of

analysts' estimates". Word from Dennis Dammerman, senior vice president, was that first-quarter earnings at GE Capital Services and Kidder, would be "excellent". Wall Street was reassured that GE expected "record" 1994 earnings.

Now we learn that Joseph Jett, Kidder's 36-year-old chief bond trader, has been grounded, so to speak, having allegedly been conducting phantom trades for the past year. Such trades appeared highly profitable for Kidder: to the tune of \$350 million. In practice, they proved profitable only for the likes of Jett, whose special talents were rewarded with \$9 million worth of bonuses last year. Six other employees have been suspended amid an internal investigation led by Gary Lynch, the ex-SEC Commissioner not unknown to former Wall Street denizens Dennis Levine and Ivan Boesky. Ghostbusters from the SEC and the New York Stock Exchange are on standby. Legal action looms for Jett.

This little scandal could turn Kidder's anticipated first-quarter profit of \$200 million into a \$150 million loss and, inevitably, will leave GE's figures at the lower end of expectations. Mood of chairman "Neutron Jack" can be gauged from the cry "this reprehensible scheme... has all of us damn mad".

## Morgan Crucible looks to airbags to inflate profits

By COLIN CAMPBELL

MORGAN Crucible, the materials technology group, forecasts a growing market in the manufacture of airbags used as safety devices in cars.

Bruce Farmer, Morgan's managing director, says the trend in America is for airbags for which Morgan makes an integral part as well as the front of cars, and that the device is being more widely applied in Britain.

Morgan's pre-tax profit for the year ended January 4 rose from £61.3 million to £66 million, on sales 16 per cent higher at £793.3 million. Ex-

cluding the influence of currency and acquisitions, sales were 6 per cent higher. The total dividend is maintained at 12.6p a share.

Working capital was reduced by £22 million, helped by tighter stock and debtor control, and market share in the group's principal markets generally improved.

Analysts said they were pleased with Morgan's results and with management's upbeat presentation. They believe that earnings growth will gather momentum in the next two years as cost savings become more evident and as group margins improve.

Real earnings growth could

be within the 6 per cent to 7 per cent range this year, and there was every prospect of a dividend increase this financial year, they added.

The group enjoyed a net cash inflow of £200,000, compared with a previous net cash outflow of £55.6 million.

Morgan senses that demand in picking up in Britain and Australasia, and that business is stronger in North America and, with the exception of Japan, in South-East Asia. Germany and France remain difficult. However, the group's overall order book is 6 per cent higher than a year ago.

Morgan Crucible remains

in an acquisitive mood, Dr Farmer said. There would be greenfield sites established in the Far East, organic growth across the group, and "bolt-on acquisitions, here and there," he added.

The Holt Lloyd car care business is making progressively higher profits — £7.7 million last year, compared with £4.1 million previously, and a merely break-even position in 1992.

If the business were to be sold, then analysts suggest that would-be buyers would have to start bidding at least £58 million.

Tempos, page 29

### Guinness payment to director

GUINNESS is paying £670,000 compensation for loss of office to Crispin Davis, the former managing director of United Distillers, the spirits subsidiary, who left in October 1993.

The payment, disclosed in the annual report, includes two years' salary of £580,000, being paid to Mr Davis in monthly instalments. The remainder represents the estimated value of a company car, pension and health contributions.

Mr Davis was on a three-year rolling contract. The report also confirms a two-year pay freeze by Anthony Greener, the chairman, at £648,000 for 1993 and 1994.

## Johnson Fry losses soar after American write-offs

By PATRICIA TEHAN, BANKING CORRESPONDENT

JOHNSON Fry Holdings, the financial services group formerly called LIT Holdings, saw losses climb from £1.86 million to £12.48 million after losses and goodwill write-offs associated with the sale of its US business. The loss per share was 103.1p, compared with a loss of 8.1p in 1992. There is no dividend payment.

Although the company enjoyed a 336 per cent rise in operating profits, to £12.2 million, Paul Gildersleeves, the finance director, said this level of profitability was not sustainable in the current year.

The bulk of the company's profits came from funds raised by Johnson Fry Financial Pro-

ducts in the last year of the Business Expansion Scheme. Funds raised rose from £159 million to £486 million, producing gross profits of £15.8 million (£6.6 million). Mr Gildersleeves said the ability to replace profits lost with the ending of the BES "depends on the speed and success of introduction of new products".

The firm has three new products: a French privatisation service for UK investors to participate in French government privatisations; second-hand endowment policy auctions; and it has raised £21 million from two Enterprise Zone Property Trusts.

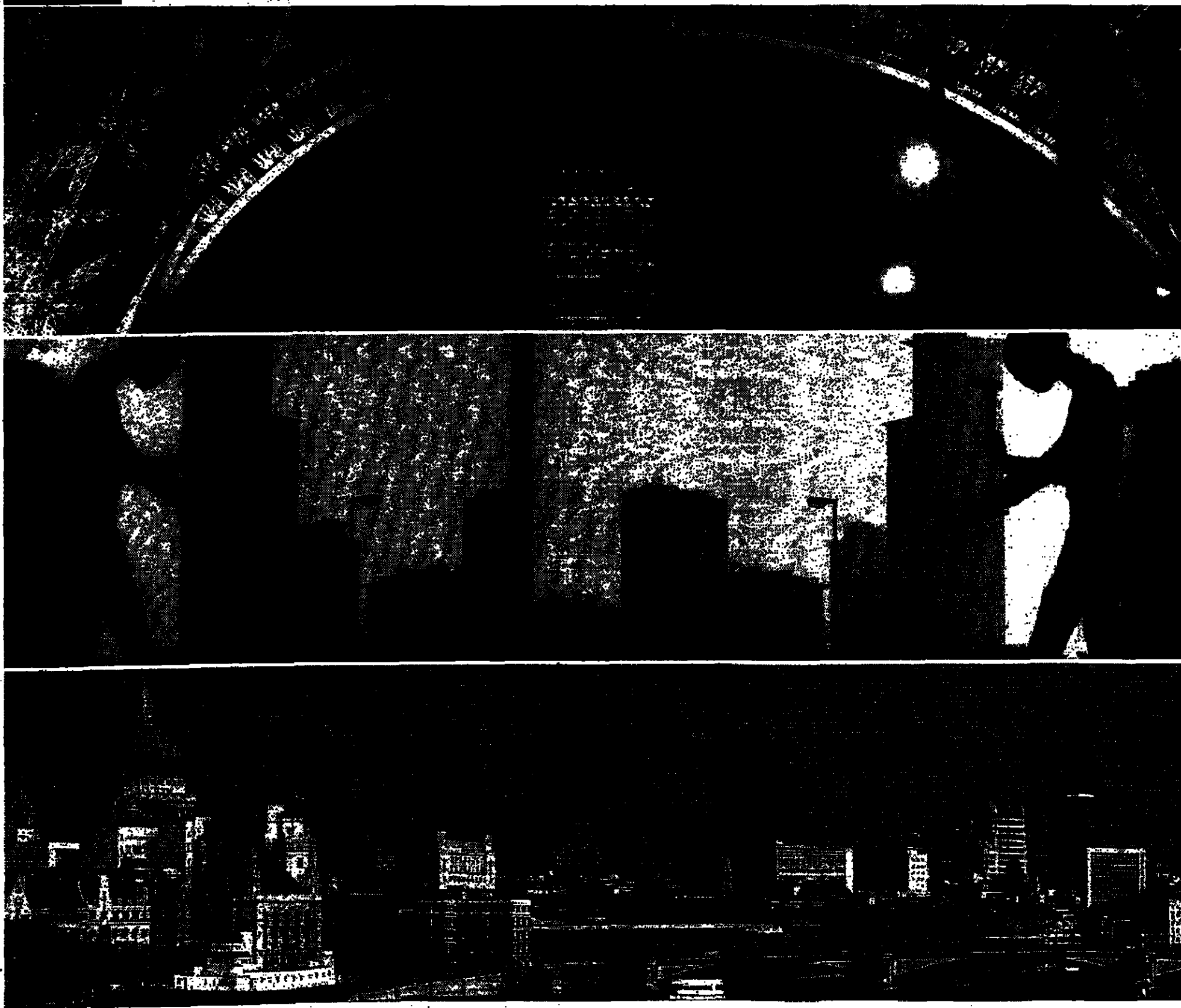
Johnson Fry adopted its new

name at the end of last year. It disposed of LIT America, the futures and options business, restructured its capital and eliminated £8 million of bank debt, finishing the year with net cash balances of £6 million. The repayment of bank debt was partly financed by the sale of the US business and by cash generated from its continuing businesses.

Christopher Castleman, the chairman, said Johnson Fry has several possible acquisitions under consideration and the directors will review the dividend position at the end of 1994 after a full year's trading.

Tempos, page 29

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# Standard Chartered guards Far Eastern risks jealously

Patricia Tehan finds an old colonial bank determined to reinforce its links with the region that provides most of its profits

According to Standard Chartered, most of the markets in which it operates are either tremendously successful or full of potential. There is a lot of truth in this. Yet, depending on who you talk to, there is also a good deal of risk in the bank's new strategy of concentrating on its client base in the developing world. The old colonial bank, which used to have ambitions of taking on Britain's high street clearers, has transformed itself since the late 1980s.

The bank's past policy of building up a UK retail banking presence, involving a failed attempt to take over Royal Bank of Scotland, jostling for a slice of the large corporate lending market, and of leaving its far-flung outposts to get on with things without too much control from London, was, to put it mildly, unsuccessful.

However, the bank is now under new management. Rodney Galpin, the chairman placed by the Bank of England after the extent of the bank's under-capitalisation became clear, handed over to Patrick Gillam last year. Malcolm Williamson, who was brought in from Citibank to head the Asia Pacific region and then built his reputation clearing out the bank's bad debt portfolio, is chief executive.

Standard Chartered has entered a new chapter in its history. The bank intends to focus on building up its businesses in the Far East and South East Asia and on servicing the needs of clients in OECD countries with links to that part of the world.

The bulk of the bank's profits come from the region, £234 million of the total £401 million pre-tax profit figure coming from Hong Kong and £139 million from the rest of the Asia Pacific region, despite the fact that it only has a 1 per cent market share there.

David Moir, the bank's group executive director of the Asia Pacific region, said if the bank can make that much with a 1 per cent share, "why can't we double it with 2 per cent? If we do not believe that we can do that, why don't we just abdicate and let someone else do it."

Standard Chartered is a UK incorporated bank with a specific competitive position and strengths in the Asia Pacific region and indeed success in Africa. Its presence in OECD countries is not only limited, but it does not provide Standard Chartered with any particular benefit. Hence the bank's decision to pull out, disposing of the businesses in those countries that do not provide a link to markets in the Far East and the rest of Asia.

Unlike those investment banks rushing to cash in on rapid growth in Asian markets recently, Standard Chartered has a long history in the region. In corporate banking, Standard Chartered has a 10 per cent share of the large business customer market in Hong Kong, Singapore and Malaysia. It has 7 per cent of the personal banking market in the same countries, though local banks are heavy competitors and deregulation is moving at a slower than desired pace. Mr Moir said: "Licences are difficult to come by."

Its heavyweight, long-standing competition from other foreigners in the Asia Pacific region consists of Citibank, HSBC, ABN Amro, and Banque Indosuez. But there has been a sudden influx of foreign banks, desperate for a



Standard Chartered intends to stand tall in Hong Kong beyond 1997

piece of the emerging-markets action, particularly in the private banking and investment banking business.

The old hands are confident that their long-term commitment to the region should pay off. Mr Moir said: "We will hang on to any licences that we hold." He said that policy has already paid off in China, where the financial markets are booming and the government has hopes of making the Shanghai Securities Exchange the biggest in the Far East. He believes it is also about to pay off in the Philippines, where the financial markets are opening up to outsiders.

The bank's policy is not immune to risk, which manifests itself in many ways. Wong Yit Fan, the bank's chief economist for South East Asia, said: "The question people ask, of whether growth is sustained in the region, is a mistake. The real risk is not that there is not enough growth, it is whether there will be excessive growth."

Inflation in the Asia Pacific region

varies from 3 per cent in Singapore to 13 per cent in China. Dr Wong said there is a risk of a "bust and boom" problem in the region. Now that investors are more confident about bringing in their capital, there must be a watch not to unravel the confidence that has built up.

Andrew Smith, joint chief executive of Standard Chartered Merchant Bank Asia, said: "The quality of people is the biggest restriction on growth, and the US banks are going around with large cheque books." The staff turnover of clerks in the bank's Hong Kong and Singapore operations is running at between 30 per cent and 35 per cent a year.

Deregulation of financial markets offers a great opportunity for Standard Chartered and other banks in the region, and is, on the face of it, moving fast in some areas. But while governments can quickly and easily rewrite the rules, imposing them on a legal and financial framework is another matter

and takes longer. The recent rift between Britain and China over the future of Hong Kong and the trade row with Malaysia have highlighted the political risk in the area. Standard Chartered points to the frequent coups in Thailand, which do nothing to dampen economic growth, as a sign of the determination of local governments not to let politics interfere with the pace of economic development.

However, British banks have already experienced a cooling-off of the attitudes of more junior officials in China, said Mr Moir, though the official line is that the rift will not affect business.

The potential for doing business in China is vast. Standard Chartered had 37 per cent of the B share origination market in the Shenzhen stock market last year, though it estimates that a more sustainable market share is more like 19 per cent. It has a 6 per cent market share in B shares in Shanghai. These B shares are the route through which foreign investors are able to invest in Chinese companies.

However, as the big American and European investment banks pile in, the Chinese authorities are spreading their favours around the foreign banks, a policy reinforced in the short term by the political rift with Britain. Mr Gillam has indicated the bank's intention to pay strict attention to cost control. This is difficult given that its operations are in high-inflation areas, but it is attempting to restructure in a more cost-effective way.

Standard Chartered believes it can achieve more from the region and save tens of millions of pounds by centralising some of its processing in regional "hubs". It currently has back-office administration centres in each of the 15 countries in which it operates. Regulation in Singapore and Malaysia means that it will have to locate centres there, with another in Hong Kong because of the size of its business there.

It has also tightened up its lending criteria, for instance taking a prudent view of property lending in Hong Kong despite the continuing rise in property prices. Its commercial property loan book was reduced by £250 million last year and the bank will continue to reduce it.

Standard Chartered's shares outperformed the stock market by 20 per cent in 1992 and by 38 per cent in the 12 months to March. However, despite the recent strength in the share price, takeover rumours refuse to disappear. The bank's very strength in the Asia Pacific region and the difficulties newcomers face in entering the market there could make it an attractive prospect for a strong bidder-looking for a presence in the region.

As a sign of its commitment to the region that produces the bulk of its profits, Standard Chartered is planning a secondary listing of its shares in Hong Kong and Singapore later this year. In the unspecified future, as the Shanghai Securities Exchange grows, a secondary listing there is a possibility. At present, the vast majority of the bank's shareholders are in London and the bank enjoys the reputation of being "a safer bank" to do business with by being regulated by the Bank of England, said Mr Moir.

Meanwhile, the bank's strategy of servicing its Asian client base, wherever they are operating, appears to be paying off, though only the future will tell whether it has the ability to negotiate its way round the minefield of risks in the region.

Dr Wong said: "We know the region, we do not take fright. We can identify the real fundamental problems, the hiccups. We have been here long enough. The policy makers in the region are acutely aware that they have to be competitive."

her, lending her a mobile phone which she believes made her the only participant running with such a contraption strapped to the waist — or indeed anywhere. "It was nice talking to my 97-year-old granny," Shenton said. She finished in six hours and raised £2,000 for the trust.

**Bell ringer**  
ROY Bell, retired head of securities operations at Postel, has been made non-executive director of London Global Securities, the international securities lending intermediary. Bell, who built Postel's back-office operations — and saw funds under management grow from £1 billion to about £25 billion over 17 years — hopes to bring in business from his pension fund contacts.

**Marathon effort**  
WHO finally took the official place in the London Marathon of the convicted rapist from Pentonville Prison who was forced to withdraw? It was Gaby Shenton, 24, a PR specialising in charity work for Lynne Franks. When she heard that the rapist, running for the Anthony Nolan Bone Marrow Trust, had to stay behind bars, she offered to take his place and started training with just four weeks to go. She also had the sense to phone NEC who decided to sponsor

UNSEASONALLY warm weather in Southern Europe has compelled Nestlé/Rowntree to put 130 workers at its main Kit Kat factory in York on to a short-time working week. Greece, Italy and Spain had their warmest March ever — the mercury hit 24 degrees centigrade in Seville — and the appetite for chocolate waned.

JON ASHWORTH

## TEMPUS

### The real thing

COCA-Cola does not resemble a company under pressure. Revenues in the first quarter increased 10 per cent, while operating profits and earnings per share rose 14 and 15 per cent. During the three months, the group bought in 4 million of its own shares and Coke has spent \$3.9 billion on share repurchases since 1984, which prompts the feeling that it has more money than it knows what to do with. Given such financial power, it is hard to understand why Coke is becoming so heated about Sainsbury's plans to launch another own-label cola.

Some of the clues to the reason for the conflict lie in the first-quarter figures. Britain was a black spot in an otherwise buoyant EC market. Volumes fell 3 per cent, compared with an 11 per cent rise in 1993. Coke is unwilling to suffer margin pressure as well.

Sainsbury's introduction of taste-alike cola will lead to price-cutting by the brands, reducing the value of the overall market.

The scale of Coke's irritation still seems out of proportion to the importance of the British market. But Coke's sensitivity cannot be measured in financial terms. Unlike Pepsi-Cola, Coke has not used its enormous wealth to diversify. It remains dependent on the soft drinks business. Any threat, however minor, to the goose that lays its golden eggs is met with ferocious resistance.

As the battle between Britain's leading retailer and the world's most famous soft drinks company warms up, it would seem wiser to hold Coke's shares rather than Sainsbury's. At least with the former, you can feel comfortable that Coke will sooner or later buy them back.

### Morgan Crucible

MORGAN has worked hard to scotch any suggestion that it is a spendthrift. A £56 million cash outflow in 1992 evoked fears that the group was headed for a rights issue to pay down rising debts. Last year, it turned that round to a £200,000 inflow, in spite of heavy capital spending, mainly by squeezing £15 million out of working capital.

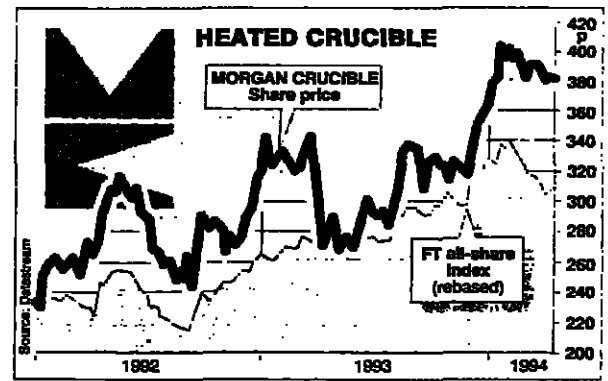
Such restraint is admirable but has only kept gearing steady at 66 per cent. Morgan needs disposals to strengthen its balance sheet more rapidly. The Holt Lloyd car care business is an obvious candidate.

Morgan must also address its bottom line. Last year's rise in underlying operating profits, before currency benefits, was less than 3 per cent

and too meagre to allow any increase in the dividend, which has not risen since 1990. On that front, it is comforting that Morgan began to increase prices in many of its products in the last quarter of 1993 and has continued in the current year.

These and other efficiencies make the group believe it can reach a 14 per cent

operating margin, four points higher than the current rate. That alone would add £30 million to profits before any volume growth. Given Morgan's success in addressing its cash position, it is not wise to underestimate its profit potential. But in 17 years' current year earnings forecasts, the upside in the shares is limited.



### Budgens

THERE was a weary inevitability about the profits warning from Budgens, given trends in the sector, but it was still probably not much joy for John von Spreckelsen, chief executive, as he visited REWE in Germany yesterday. The discount retailer has 29 per cent and rising of Budgens and helped the company raise £30 million in October by taking shares converting at 53p; yesterday the price ebbed to just 29p.

The message from Budgens was not lost on the other cheap-and-cheerful grocers, as witness falls for William Low and Kwik Save. Budgens is being squeezed by margin pressure from the Tesco/Sainsbury/Safeway trio that has permeated the market, and hence the sharper-than-expected 3 per cent fall in food prices at the group's stores. But profits are suffering, the management can only hope temporarily, from the conversion of nine stores to the, as yet, unproven Penny Market format.

Yesterday's announcement was prompted, one can only suspect, by the clinching of the

Wellingborough sale and leaseback deal, whose benefits will counterbalance the full cost of the Penny Market conversions to this year's profit and loss account. But some downward shuffling of this year's pre-tax figure, was taking place yesterday, and the road ahead for Mr von Spreckelsen looks difficult.

### Johnson Fry

HAVING lurched from one disaster to another in the past five years, Johnson Fry, the former LIT Holdings, finally appears to have found a more stable footing. A byzantine financial reconstruction last year sold off the company's loss-making US futures clearing firm, eliminated two classes of preference share and transformed £54 million of debt into £6 million cash.

The snag is that Fry's remaining business, the sale of Business Expansion Schemes, has been abolished by the whims of government policy. By necessity, it is searching for a new trade.

The group is supported by the legacy of its residential property BES schemes,

which have given it a £900 million property portfolio to manage. But Fry has aspirations to become a broad-based financial services group. It is now selling second-hand endowment policies, promoting European privatisations and even planning a European Utilities investment trust.

Whether Fry can prosper in an overcrowded market is at best uncertain, but it does have a track record for finding unoccupied niches. It will be helped by its cash which will enable the acquisition of rival asset managers, although the group pledges it will never again buy goodwill for cash, the policy that created such a mess in the first place.

Fry's reorganisation has been no friend to the private investor, since it diluted ordinary shareholders by more than 90 per cent. Indeed, the holdings of more than half of Fry's 8,000 small shareholders were vapourised last year when the group consolidated 1,000 shares into one. The shares, at 23p, may be worth more than they were, but the risks facing the company are still real enough.

## BUSINESS LETTERS

### The rights and wrongs of chartered accountants' titles

From Mr Kenneth McKinlay Sir, Your normally impeccable correspondent, Robert Bruce, is sadly in error in his Accountancy article of March 31 on a possible restructuring of the accounting profession from six bodies into one. He says, inter alia, that if so, "members of the English ICA are going to have to give up their exclusive rights to the title of chartered accountant". Sir, there is no such problem since English ICA members have no such rights. "Chartered accountants" were invented in Edinburgh when, in 1854, the Society of Accountants in Edinburgh was incorporated by Royal Charter as the first of its kind — to be followed, in 1855, by their likes in Glasgow and again, in 1867, by their other likes in Aberdeen. There were no chartered-accountant bodies anywhere outside Scotland until as recently as 1880, when the English and Welsh ICA was formed — and not before time. So "exclusive rights", my foot — if not my computer. Hence also the still exclusive Scottish title of CA as against the more pedestrian Anglo-Welsh ACA or FCA.

Not to be offensive, one might think that, with a name like Robert (even if not "the")

Bruce, your correspondent should have known better and one may wonder whether, had his name been William Wallace, the error might have been avoided. But then poor W.W. (C.A.S. then) was "hanged, disembowelled, beheaded and quartered" in London in 1305 for some minor offence against "the English".

As the Scots sometimes say, "You can't win". KENNETH MCKINLAY (CA), 19 Church Square Mansions, Church Square, Harrogate, North Yorkshire.

### British fork trucks are alive and well

From Mr Vic Parry Sir, To paraphrase Mark Twain, rumours concerning the death of the fork truck industry in Britain have been greatly exaggerated ("Receivers go in at Lancer Boss", April 11).

As managing director of Hamech Ltd, currently the largest British owned reach truck manufacturer, I can assure you that there are at least five companies successfully producing such equip-

ment. Indeed, Hamech recently won the largest single order placed in the UK for several years when we were awarded the multi-million pound Ministry of Defence "best buy" contract for reach trucks. Won against the toughest international competition and the result of two years' intensive trial, it demonstrated that British engineering can compete successfully against the biggest and best in the world. At a time when Britain is perhaps too keen to denigrate its home-grown successes, it is important that your readers obtain accurate information

on the manufacturing marketplace. Whilst the prospect of Lancer Boss transferring into foreign ownership is undoubtedly of major concern to the British fork truck industry, I am pleased to assure you that we and others are alive and kicking, selling high value products both at home and in export markets. Yours faithfully, VIC PARRY, Managing Director, Hamech Limited, Cufaude Lane, Bramley, Basingstoke, Hampshire.

### Lloyd's not about to renege on valid claims

From the Manager, Media Relations, Lloyd's of London Sir, Your news story, "Names stop-loss warning" (March 31), infers Lloyd's is about to renege on its record of paying in full on valid claims. This is not so. Stockholm Re and MGI participated on the stop-loss policies as direct insurers such that policyholders had contractual links with them. In this regrettable situation the other insur-

ers on the same risks have no locus in those contracts. Had Stockholm Re and MGI been re-insurers of Lloyd's syndicates, the claims would, naturally, be paid in full with the syndicates taking the hit for their uncollectable recoveries. Yours faithfully, NICHOLAS DOAK, Manager, media relations, Lloyd's of London, One Lime Street, EC3.

### Merge inflation rates

From Mr Anthony Holland Sir, Now that the two rates of inflation — headline and underlying — have almost converged, it would seem an appropriate time to merge the two and join the rest of the world in having only one measure of inflation. Yours faithfully, ANTHONY D. R. HOLLAND, Windesham Manor, Windesham, Surrey.

### Cry to the faithful

IN A SCENE more like something from an Indiana Jones movie than the final flourish of the Gatt world trade agreement, King Hassan II of Morocco delivered an impressive closing speech to ministers assembled in the desert city of Marrakesh last week. The audience in the marble-paved main courtyard of his Moorish royal palace caught their breath when a call for Friday prayers from a nearby minaret forced his highness to break off in mid-stride. When the muezzin had finished his cry the monarch went on to explain that Morocco was no newcomer to important trade deals. After all, it had concluded a treaty with Queen Victoria as long ago as 1856 which served as a model for generations to come. It was the first international trade agreement to include Gatt's favourite concept of the "most favoured nation". But the king was evidently keen to allay fears that freer world trade would make life for struggling Africa even more difficult. He therefore used the opportunity to propose a Marshall plan for the Dark Continent. As the

country that had the foresight to be the first to recognise the United States as a sovereign nation, Morocco's proposal probably warrants a hearing.

### Cat flap

EVERY editor's nightmare came true at *The Economist* this week. An article on the booming UK market for pet insurance says it is prone to fraud, quoting an (unnamed) Lloyd's livestock expert as saying: "These pet insurance companies don't have fraud inspectors or claims assessors. All you need is a dead cat and a freezer. You just need to pro-

duce the corpse once the application has been approved. I have heard reports of vets seeing animals that had been defrosted four or five times." All very plausible — except that it is wholly fictitious. The "frozen cat" theory first appeared in a regional UK newspaper on April 1.

### Nuclear blessing

THE Pope has gone nuclear. The Vatican has gone on record as giving its blessing to expanding the use of nuclear energy. Archbishop Donato Squicciarini, envoy to the International Atomic Energy

Agency, says: "The Holy See believes that all possible efforts should be made to extend to all countries — especially the developing ones — the benefits contained within peaceful uses of nuclear energy." Roger Hayes, Director-General of the British Nuclear Industry Forum, hopes the long-delayed UK Nuclear Review may now be a step closer. He says: "The industry is not in need of divine intervention to prove the strength of its case, but a word from the Pope to God, asking the British Government to name the date and terms of reference of the review, would be much appreciated."

### Marathon effort

WHO finally took the official place in the London Marathon of the convicted rapist from Pentonville Prison who was forced to withdraw? It was Gaby Shenton, 24, a PR specialising in charity work for Lynne Franks. When she heard that the rapist, running for the Anthony Nolan Bone Marrow Trust, had to stay behind bars, she offered to take his place and started training with just four weeks to go. She also had the sense to phone NEC who decided to sponsor





## Derek Harris on an idea taking wing NatWest plans to put angels on a database

Business angels flying in to help tyro entrepreneurs come in three main guises, a new survey by National Westminster Bank shows. There are patron angels, entrepreneurial angels and an occupational variety, NatWest discovered when it conducted surveys in the Thames Valley and the North West, centred on Manchester.

The bank mounted the survey because it is putting together a database of business angels, expected to be in operation nationally during the summer, although details of the operation are still being worked on.

No estimates have yet been made on how many angels may have been identified by the time the database has matured, but in the North West it looked as if high net worth individuals ran to 2,000 to 3,000. The number of experienced and committed investors with liquid assets to invest was much lower, probably between 400 and 500, the survey suggested. In the Oxford region, some 100 investors could be relatively easily identified. The database nevertheless stands to generate much more funding for small businesses than the current crop of "marriage bureau" which bring investors and businesses together. These include the Linc network of local enterprise agencies, the private sector Venture Capital Report with its regular monthly listings, and half a dozen pilot schemes among training and enterprise councils.

Entrepreneurial angels make up the largest category, and these are the most sought after for the database. Typically, they are experienced entrepreneurs who have built up and then sold a business, leaving them with at least £500,000 to invest and often up to £1 million. They are often rich enough not to need to generate income from this

cash balance, so will usually be prepared to invest the "spare" money in tranches as low as £10,000 or £20,000 — invaluable for small businesses needing modest capital injections that are otherwise hard to obtain.

The survey indicated 88 per cent of entrepreneurial angels were looking for capital gain, but 64 per cent were also seeking enjoyment of the business. Nearly two thirds of the angels traced by NatWest in the survey fell into the entrepreneurial category.

The patron angel usually has a net worth in excess of £5 million and is prepared to invest £1 million or more. Typically they are heads of long established families with much of their wealth in land and handed down family fortunes. They look for good returns over long periods, the survey found.

The other variety of angel is what NatWest has typified as the "occupational", comprising managers and executives who have a lump sum for investment which sometimes represents life savings or the harvest of past investments. More usually, however, it arises from a retirement or redundancy pay-off. Typically, the amount they have to invest is relatively modest at up to £50,000. Nor are they usually looking only to invest but are seeking a full-time or part-time job with regular income as part of the deal.

One of the snags is that this kind of investor is usually unable to put in additional tranches of cash. Although they will occasionally borrow money to supplement their existing assets, that is obviously a high-risk strategy. They often have a limited experience or expertise, so unless that is particularly relevant to the small business, their working background may bring little added value to the operations of the business.

## 'Simpler' taxation, but beware a minefield

THE new "simplified" tax assessment system is full of dangers and complications for the self-employed and professional partnerships, says Moore Stephens, the London firm of chartered accountants.

Tax affairs will have to be handled efficiently, and according to Leslie Livens, a senior tax partner, the Inland Revenue will be "relentlessly unforgiving to defaulters". He says: "It simply will not be tax effective, nor conducive to good health, to allow your personal and business tax affairs to get out of date."

Under self-assessment, the Inland Revenue will cease to issue assessments and will rely on taxpayers to make returns. The new rules will come into full effect in the 1997-98 tax year.

Mr Livens says that, if the experience of the United States in

tax self-assessment is repeated here, professional costs as well as tax penalties will be incurred in sorting out accounts for those who have not given their tax affairs proper attention.

New rules, to replace the "notoriously complicated" assessment based on earnings in the previous year, are themselves "hideously complicated", Mr Livens says. They include transitional years, overlap periods and overlap relief. The same profits could be used to calculate tax for different periods and estimated tax payments could still be based on the preceding year.

He says: "All this complexity is introduced to facilitate the change over to self-assessment. It is supposed to make matters easier to handle."

RODNEY HOBSON

## Home-made approach brings success at the supermarket

Garner's Pickles started life at the kitchen sink, says Rodney Hobson



Preserving profits: Judy Garner's products have won her a £10,000 Training and Enterprise award

Judy Garner, the winner of a £10,000 small business award this month, has taken her pickling company from the kitchen sink to being an employer of seven full-time and seven part-time staff. Mrs Garner won the small business section in the annual Hereford and Worcester Training and Enterprise Council (Tec) awards. She has eight products that are sold at Fortnum and Mason, the top London food store, and two national supermarket chains.

Fourteen years ago, she opened a greengrocer's shop in Pershore, near Worcester. She says: "I started to include exotic items such as aubergines and lychees, which were virtually unheard-of in country areas like this."

One day, Mrs Garner made some chutney and sold it. "The people who bought those first 14 jars came back for more and that is how my business started." Working away at her kitchen sink, she also tried piccalilli and pickled onions. Unknown to her, a customer sent off samples to Fortnum and Mason. "They thought the products were really good," Mrs Garner says, "but at that time I hadn't even got labels or a supply of bottles."

She sold the shop in January 1989, by which time she had taken on an assistant to handle marketing, and went full-time into produc-

ing pickles and salad dressings in a tiny unit on a local trading estate. "I have monitored expansion carefully," she says, "because bigger customers want to carry more stock. We expanded as we could afford it." For the first year, most of the business consisted of local deliveries. The second saw expansion throughout Worcestershire and in the third, wholesalers started to take supplies to distribute nationally. Garner's Pickles has

since moved to larger premises and the Waitrose and Sainsbury supermarket chains have joined the list of outlets.

Mrs Garner has spent no more than £500 on advertising, all of it local. The recipes are secret, but Mrs Garner does reveal that produce is prepared and chopped by hand. "It is a form of quality control," she says, "and it gives the pieces an interesting shape." She tries to buy locally but

pickles are in demand all the year round and she has to obtain supplies where she can.

Mrs Garner has selected her staff carefully. She says: "I am very particular about the type of person I take on. Everyone takes a pride in what they do. They have got to be prepared to put a lot of effort into everything. This is a happy crew and I select staff who will not upset the others. Being small, we cannot afford to get it wrong."

## Quality cult among small firms

SMALL businesses do more about quality of the goods or services they offer than they are often given credit for. This is the finding of Project North East, a local enterprise and economic development agency based in Newcastle upon Tyne.

It decided to look closely at small business quality performance because so many appeared to be struggling in their efforts to get to grips with the British quality standard BS5750. Dawn Cranswick, who heads a Project North East quality management team,

said: "There has been concern that such a rigid system is being inflicted on small firms, yet this may be a smokescreen preventing recognition of the facts. The truth is that real, honest to goodness commitment to quality is every bit as evident in smaller firms as in larger companies."

She said: "From our experience we knew that many smaller companies have been practising quality management for years — but they just do not refer to it as such."

Her team set out eight techniques of quality management of particular relevance to small businesses and then described them in everyday language. Only one related to formal quality systems; the rest covered factors such as staff training, teamwork, customer involvement and the measurement of process data.

The general level of interest in quality was high, suggesting that those businesses already using some of the techniques were keen to find out more. "Softer" quality management methods seemed to be more popular in small businesses than the use of formal and numerical methods.

For example, 68 per cent of the businesses had trained staff to improve quality, but only 28 per cent were following a formal quality

management system. A substantial number had not achieved BS5750 certification.

A crucial finding was that the more workers a business had, the more it was likely to adopt a formal quality system. Bigger companies, too, were much more likely to put a cost on quality.

Some 58 per cent said they involved customers in development of new products and services. Small businesses employing fewer than ten people were more likely to do this than some bigger companies. Only 30 per cent said staff used numerical data to evaluate work quality, while 31 per cent measured waste or scrap.

Ms Cranswick said: "No one doubts for a moment that analysis of information can help a business to reduce variance and increase consistency of product or service. However, that is not the only way to improve quality. Attention to people as well as process is vital. It is in this area that smaller businesses are getting it right."

For details on Project North East quality initiatives, contact the agency at Hawthorn House, Forth Banks, Newcastle upon Tyne, NE1 3SG; telephone 091 261 7856.

DEREK HARRIS

## Advice that comes with guarantees

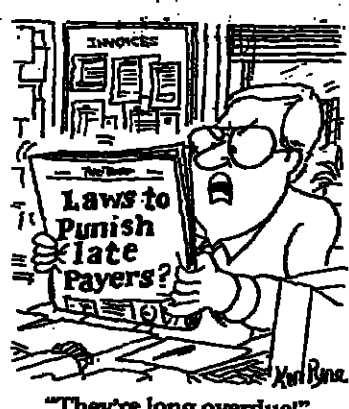
SMALL businesses borrowing under the Government's loan guarantee scheme (LGS) are to get advice and counselling as well as cash in ten experimental areas (Derek Harris writes).

If the pilots go well, Lord Strathclyde, the small firms minister at the DTI, says the Government will "seriously consider" making this additional support more widely available.

The aim of LGS is to make borrowing possible for tyro businesses that would not otherwise meet the risk criteria of the banks for conventional loans and overdrafts. The Government underwrites up to 85 per cent of the risk on loans up to £250,000 over periods of two to seven years. This costs the borrower a premium of up to 1.5 per cent a year on the outstanding balance.

The pilots, to run for three years, are planned to be operated by Avon Tec, Birmingham Business Link, Doncaster Business Link, Hertfordshire Tec at St Albans, Tyneside Tec, MetroTec at Wigan, Kent Tec, South Thames Tec (a pan-London pilot), Pye Enterprise and Tayside Enterprise.

EDITED BY DEREK HARRIS



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Ken Watkin, Folkestone, Kent.

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### LEGAL & PUBLIC NOTICES

#### PUBLIC NOTICES

#### NOTICE OF MEETING

NOTICE IS HEREBY given that the One Hundred and Sixty-eighth Annual General Meeting of the Members of the Scottish Amicable Life Assurance Society will be held in The Glasgow Hilton Hotel, 1 William Street, Glasgow G2 8HT on Wednesday 27th April 1994 at 11.00 a.m.

By Order of the Directors  
J. C. Mitchell, Secretary  
Amicable House, 150 St. Vincent Street  
Glasgow G2 5NQ  
9th March 1994

#### LEGAL, PUBLIC, COMPANY & PARLIAMENTARY NOTICES

TO PLACE ALL YOUR ANNOUNCEMENTS PLEASE CALL CONNIE EDWARDS  
**TEL: 071-782 7344**  
or **FAX: 071-481 9313**

#### LEGAL NOTICES

At its meeting on 19 April 1994 the Company's Board of Directors passed a resolution to increase its share capital by a nominal amount of DKK 35,100,000 pursuant to the authority contained in the Articles of Association. The shares are offered with pre-emptive rights for the Company's existing shareholders.

The Company is offering 351,000 New Shares of DKK 100 nominal value each with pre-emptive rights for the Company's existing shareholders in the proportion of 27, so that a holding of seven Existing Shares of DKK 100 nominal value each entitles the holder to subscribe for two New Shares of DKK 100 nominal value each.

**Offer Price** DKK 410 per share of DKK 100 nominal value, free of brokerage.

**Offer Period** The Offer Period for the New Shares opens on 5 May and closes on 19 May 1994.

Holders of Rights may subscribe for New Shares by submitting their applications through their own account-holding bank. After expiry of the Offer Period the Rights to subscribe for New Shares will be of no value.

The Offering is underwritten and the Underwriters are committed to take and pay for any unsubscribed New Shares to the effect that all the shares offered will be subscribed for.

The Rights to subscribe for New Shares will be listed on the Copenhagen Stock Exchange and may be traded as from 2 May to 16 May 1994, inclusive.

The New Shares will be listed on the Copenhagen Stock Exchange and an application will be filed with the London Stock Exchange for admission of the New Shares to its Official List as from 2 May 1994.

The New Shares will be eligible for all dividends declared or paid as from the 1994/95 financial year.

The Offering Circular containing details on GN Great Nordic Holding Ltd. and the complete terms and conditions of the Offering may be obtained from the Underwriters as well as Danish banks and stockbroking companies.

**Underwriters** Unibank (Lead Manager), Den Danske Bank, S.G. Warburg Securities and Hambros Bank.

**Copenhagen, 19 April 1994**

**GN Great Nordic Holding Ltd.**

### LEGAL & PUBLIC NOTICES

#### LEGAL NOTICES

C.K.H. HOLDINGS PLC  
The Insolvency Act 1986  
This is to certify that a meeting of the Creditors and Contributors of the above-named company was held on 30th April 1994 at 10.00 am at the offices of Messrs. Taylor & Francis, 100 Old Broad Street, London, EC2M 4JH.

Company Number 2818144  
NOTICE IS HEREBY GIVEN that the 1993/94 Accounts of the company have been prepared in accordance with the provisions of the Companies Act 1985 and the Companies (Accounts) Regulations 1988 and are available for inspection at the offices of the company at 100 Old Broad Street, London, EC2M 4JH.

Company Number 2818144  
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### To the shareholders of

### GN Great Nordic Ltd.

The ANNUAL GENERAL MEETING of the Company will be held on Tuesday 3 May 1994 at 11.00 am at Industrihus Hus, H.C. Andersen Boulevard 18, DK-1596 Copenhagen V, to transact the following business:

- To receive and consider the report for the year ended 31 December 1993.
- To receive and adopt the annual financial statements and discharge the Board of Directors and the Management from their obligations.
- To consider and, if thought fit, pass a resolution for the distribution of the net profit for the year, including the declaration of a dividend on the shares of the Company.
- To consider and, if thought fit, pass a resolution proposed by the Board of Directors that convertible bonds at a face value between DKK 300 million and DKK 330 million, without offering the Company's existing shareholders any pre-emptive right of subscription, be issued at a price of 105 per cent of their face value, which bonds shall bear interest at the rate of 1.1 per cent per annum and be due for redemption in the year 2001 or earlier. This resolution shall include a resolution to lay down the "Terms and Conditions of a Convertible Bond Loan" at an interim conversion price of 1.1 and resolutions to amend the Articles of Association of the Company in consequence of the issue of convertible bonds.
- To consider and, if thought fit, endorse the decision by the Board of Directors to sell up to 30,000 shares of the Company's holding of own shares to members of the Group staff, ex subscription rights, at a price of DKK 250 per share.
- To consider and, if thought fit, pass a resolution proposed by the Board of Directors that the Company be entitled to acquire up to 10 per cent of its own shares.
- To elect Directors in the place of those retiring.
- To appoint two auditors for the current financial year.

The final coupon rate and conversion price relating to the resolutions set out under item d. above will be determined by the Board of Directors at the time when the bonds are offered for sale with a view to ensuring that the offer is made at market price. Proposal for preliminary conversion price and preliminary coupon rate will be available for inspection at the Company's registered office in Copenhagen and in London and Paris and will be posted to any shareholder registered by the Company eight days prior to the annual general meeting as required under Article 15 of the Articles of Association.

For the passing of the resolution set out under item d. on the agenda, it is required under Article 18 of the Articles of Association that at least one quarter of the share capital be held at the general meeting and that the resolution be carried by at least two thirds of the votes cast and two thirds of the voting share capital represented at the general meeting. In the event that the required amount of the share capital is not represented, but where the resolution is carried by the above-mentioned qualified majority of votes, another general meeting shall be convened for the transaction of that particular business, at which meeting the resolution will be carried, irrespective of the amount of the voting share capital represented at the general meeting. If two thirds of the votes cast are in favour of the resolution, from Monday 25 April 1994 the agenda and the full and complete resolutions to be proposed at the general meeting, as well as the annual financial statements and consolidated accounts with the Auditor's Report and the Report of the Directors, will be available for inspection by the shareholders at the Company's registered office at Kongens Nytorv 26, second floor, and in London and Paris, and not later than eight days prior to the general meeting the said material will be posted to any shareholder on the Company's register of members to such address as has been given to the Company.

Admission cards to the general meeting will, until five days prior to the meeting, be available at request from the Company office on all weekdays (excluding Saturdays) between the hours of 10.00 am and 4.00 pm to any shareholder who can prove a good title to his shares. As far as bearer shares are concerned, the shareholder shall prove his title to such shares by presenting a statement of his holding of shares in the Company, dated 21 April 1994 and issued by the shareholder's account-holding bank.

Any right to vote shall be conditional upon the voting share being registered in the name of the shareholder and entered in the register of shareholders maintained by the Company and upon the shareholder being entitled to attend the meeting pursuant to the above-mentioned provisions. Where the shareholder has acquired the share by way of transfer, the share shall furthermore be registered in the name of the shareholder by the time when the general meeting is convened.

Copenhagen, 18 April 1994.

The Board of Directors

### GN Great Nordic Ltd.

At its meeting on 19 April 1994 the Company's Board of Directors passed a resolution to increase its share capital by a nominal amount of DKK 85,254,600 pursuant to the authority contained in the Articles of Association. The shares are offered with pre-emptive rights for the Company's existing shareholders.

Furthermore, the Board of Directors will recommend to the shareholders of the Company in General Meeting on 3 May 1994 that they pass a resolution to raise a loan for a nominal amount of between DKK 300 million and DKK 330 million by the issue of convertible bonds to be offered at market price.

**Pre-emptive rights Offering - New Shares**

**Offer Amount** 852,546 New Shares of DKK 100 nominal value each, corresponding to DKK 85,254,600, nominal value, are offered for subscription giving existing shareholders pre-emptive rights to subscribe in the proportion of 1:6, so that a holding of six Existing Shares of DKK 100 nominal value each entitles the holder to subscribe for one New Share of DKK 100 nominal value.

**Offer Price** DKK 430 per share of DKK 100 nominal value, free of brokerage.

**Offer Period** The Offer Period for the New Shares opens on 5 May and closes on 19 May 1994.

Holders of Rights may subscribe for New Shares by submitting their applications through their own account-holding bank. After expiry of the Offer Period the Rights to subscribe for New Shares will be of no value.

The Offering is underwritten and the Underwriters are committed to take and pay for any unsubscribed New Shares to the effect that all the shares offered will be subscribed for.

The Rights to subscribe for New Shares will be traded on the Copenhagen Stock Exchange as from 2 May to 16 May 1994, inclusive.

The New Shares will be listed on the Copenhagen Stock Exchange and an application will be filed with the London Stock Exchange for admission of the New Shares to its Official List as from 2 May 1994.

The New Shares will be eligible for all dividends declared or paid as from the 1994 financial year.

**Offering at market price - Convertible Bonds**

**Offer Amount** Subject to approval by the Annual General Meeting Convertible Bonds for a nominal value of DKK 300 million are offered for subscription.

On behalf of the Underwriters the Lead Manager has been granted an option exercisable until 20 May 1994 to purchase Additional Bonds for a nominal value of up to DKK 30 million.

**Offer Price** DKK 105 per Convertible Bond of DKK 100 nominal value, free of brokerage.

**Over-subscription** In the event that the applications received to subscribe for the Convertible Bonds exceed the original invitation, applicants who have submitted their request at an early date in the Offer Period will be given preference. Furthermore, preference will be given to investors whose investments are considered to be of a long-term nature.

**Settlement** The Convertible Bonds subscribed for are to be paid for in cash upon subscription on 26 May 1994 against registration of the Convertible Bonds in the purchaser's account with the Danish Securities Centre.

**Offer Period** The Offer Period for the Convertible Bonds opens on 3 May and closes on 6 May 1994. Subscription may be discontinued after the first day of the Offer Period.

**Listing** The Convertible Bonds will be listed on the Copenhagen Stock Exchange and an application will be filed with the London Stock Exchange for admission of



## Shares close near day's low

ACCOUNT DAYS: Dealings began April 11. Dealings end April 22. Contango day April 25. Settlement day May 3. Forward bargains are permitted on two previous business days. Prices recorded are at market close. Changes are calculated on the previous day's close, but adjustments are made when a stock is ex-dividend. Changes, yields and price/earnings ratios are based on middle prices.

1994 High Low Company	Price	Chg	Yld	P/E
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## BANKS, DISCOUNT, HP

1994 High Low Company	Price	Chg	Yld	P/E
241 Abbey	1.10	0.01	4.7	10.0
242 Abbey	1.10	0.01	4.7	10.0
243 Abbey	1.10	0.01	4.7	10.0
244 Abbey	1.10	0.01	4.7	10.0
245 Abbey	1.10	0.01	4.7	10.0
246 Abbey	1.10	0.01	4.7	10.0
247 Abbey	1.10	0.01	4.7	10.0
248 Abbey	1.10	0.01	4.7	10.0
249 Abbey	1.10	0.01	4.7	10.0
250 Abbey	1.10	0.01	4.7	10.0

## BREWERIES

1994 High Low Company	Price	Chg	Yld	P/E
251 Abbey	1.10	0.01	4.7	10.0
252 Abbey	1.10	0.01	4.7	10.0
253 Abbey	1.10	0.01	4.7	10.0
254 Abbey	1.10	0.01	4.7	10.0
255 Abbey	1.10	0.01	4.7	10.0
256 Abbey	1.10	0.01	4.7	10.0
257 Abbey	1.10	0.01	4.7	10.0
258 Abbey	1.10	0.01	4.7	10.0
259 Abbey	1.10	0.01	4.7	10.0
260 Abbey	1.10	0.01	4.7	10.0

## BUILDING, ROADS

1994 High Low Company	Price	Chg	Yld	P/E
261 Abbey	1.10	0.01	4.7	10.0
262 Abbey	1.10	0.01	4.7	10.0
263 Abbey	1.10	0.01	4.7	10.0
264 Abbey	1.10	0.01	4.7	10.0
265 Abbey	1.10	0.01	4.7	10.0
266 Abbey	1.10	0.01	4.7	10.0
267 Abbey	1.10	0.01	4.7	10.0
268 Abbey	1.10	0.01	4.7	10.0
269 Abbey	1.10	0.01	4.7	10.0
270 Abbey	1.10	0.01	4.7	10.0

## BUSINESS SERVICES

1994 High Low Company	Price	Chg	Yld	P/E
271 Abbey	1.10	0.01	4.7	10.0
272 Abbey	1.10	0.01	4.7	10.0
273 Abbey	1.10	0.01	4.7	10.0
274 Abbey	1.10	0.01	4.7	10.0
275 Abbey	1.10	0.01	4.7	10.0
276 Abbey	1.10	0.01	4.7	10.0
277 Abbey	1.10	0.01	4.7	10.0
278 Abbey	1.10	0.01	4.7	10.0
279 Abbey	1.10	0.01	4.7	10.0
280 Abbey	1.10	0.01	4.7	10.0

## FINANCE, LAND

1994 High Low Company	Price	Chg	Yld	P/E
281 Abbey	1.10	0.01	4.7	10.0
282 Abbey	1.10	0.01	4.7	10.0
283 Abbey	1.10	0.01	4.7	10.0
284 Abbey	1.10	0.01	4.7	10.0
285 Abbey	1.10	0.01	4.7	10.0
286 Abbey	1.10	0.01	4.7	10.0
287 Abbey	1.10	0.01	4.7	10.0
288 Abbey	1.10	0.01	4.7	10.0
289 Abbey	1.10	0.01	4.7	10.0
290 Abbey	1.10	0.01	4.7	10.0

## CHEMICALS, PLASTICS

1994 High Low Company	Price	Chg	Yld	P/E
291 Abbey	1.10	0.01	4.7	10.0
292 Abbey	1.10	0.01	4.7	10.0
293 Abbey	1.10	0.01	4.7	10.0
294 Abbey	1.10	0.01	4.7	10.0
295 Abbey	1.10	0.01	4.7	10.0
296 Abbey	1.10	0.01	4.7	10.0
297 Abbey	1.10	0.01	4.7	10.0
298 Abbey	1.10	0.01	4.7	10.0
299 Abbey	1.10	0.01	4.7	10.0
300 Abbey	1.10	0.01	4.7	10.0

## SHORTS (under 5 years)

1994 High Low Company	Price	Chg	Yld	P/E
301 Abbey	1.10	0.01	4.7	10.0
302 Abbey	1.10	0.01	4.7	10.0
303 Abbey	1.10	0.01	4.7	10.0
304 Abbey	1.10	0.01	4.7	10.0
305 Abbey	1.10	0.01	4.7	10.0
306 Abbey	1.10	0.01	4.7	10.0
307 Abbey	1.10	0.01	4.7	10.0
308 Abbey	1.10	0.01	4.7	10.0
309 Abbey	1.10	0.01	4.7	10.0
310 Abbey	1.10	0.01	4.7	10.0

## MEDIUMS (5 to 15 years)

1994 High Low Company	Price	Chg	Yld	P/E
311 Abbey	1.10	0.01	4.7	10.0
312 Abbey	1.10	0.01	4.7	10.0
313 Abbey	1.10	0.01	4.7	10.0
314 Abbey	1.10	0.01	4.7	10.0
315 Abbey	1.10	0.01	4.7	10.0
316 Abbey	1.10	0.01	4.7	10.0
317 Abbey	1.10	0.01	4.7	10.0
318 Abbey	1.10	0.01	4.7	10.0
319 Abbey	1.10	0.01	4.7	10.0
320 Abbey	1.10	0.01	4.7	10.0

ACCOUNT DAYS: Dealings began April 11. Dealings end April 22. Contango day April 25. Settlement day May 3. Forward bargains are permitted on two previous business days. Prices recorded are at market close. Changes are calculated on the previous day's close, but adjustments are made when a stock is ex-dividend. Changes, yields and price/earnings ratios are based on middle prices.

## FINANCIAL TRUSTS

1994 High Low Company	Price	Chg	Yld	P/E
321 Abbey	1.10	0.01	4.7	10.0
322 Abbey	1.10	0.01	4.7	10.0
323 Abbey	1.10	0.01	4.7	10.0
324 Abbey	1.10	0.01	4.7	10.0
325 Abbey	1.10	0.01	4.7	10.0
326 Abbey	1.10	0.01	4.7	10.0
327 Abbey	1.10	0.01	4.7	10.0
328 Abbey	1.10	0.01	4.7	10.0
329 Abbey	1.10	0.01	4.7	10.0
330 Abbey	1.10	0.01	4.7	10.0

## FOODS

1994 High Low Company	Price	Chg	Yld	P/E
331 Abbey	1.10	0.01	4.7	10.0
332 Abbey	1.10	0.01	4.7	10.0
333 Abbey	1.10	0.01	4.7	10.0
334 Abbey	1.10	0.01	4.7	10.0
335 Abbey	1.10	0.01	4.7	10.0
336 Abbey	1.10	0.01	4.7	10.0
337 Abbey	1.10	0.01	4.7	10.0
338 Abbey	1.10	0.01	4.7	10.0
339 Abbey	1.10	0.01	4.7	10.0
340 Abbey	1.10	0.01	4.7	10.0

## HOTELS, CATERERS

1994 High Low Company	Price	Chg	Yld	P/E
341 Abbey	1.10	0.01	4.7	10.0
342 Abbey	1.10	0.01	4.7	10.0
343 Abbey	1.10	0.01	4.7	10.0
344 Abbey	1.10	0.01	4.7	10.0
345 Abbey	1.10	0.01	4.7	10.0
346 Abbey	1.10	0.01	4.7	10.0
347 Abbey	1.10	0.01	4.7	10.0
348 Abbey	1.10	0.01	4.7	10.0
349 Abbey	1.10	0.01	4.7	10.0
350 Abbey	1.10	0.01	4.7	10.0

## INDUSTRIALS

1994 High Low Company	Price	Chg	Yld	P/E
351 Abbey	1.10	0.01	4.7	10.0
352 Abbey	1.10	0.01	4.7	10.0
353 Abbey	1.10	0.01	4.7	10.0
354 Abbey	1.10	0.01	4.7	10.0
355 Abbey	1.10	0.01	4.7	10.0
356 Abbey	1.10	0.01	4.7	10.0
357 Abbey	1.10	0.01	4.7	10.0
358 Abbey	1.10	0.01	4.7	10.0
359 Abbey	1.10	0.01	4.7	10.0
360 Abbey	1.10	0.01	4.7	10.0

## INVESTMENT TRUSTS

1994 High Low Company	Price	Chg	Yld	P/E
361 Abbey	1.10	0.01	4.7	10.0
362 Abbey	1.10	0.01	4.7	10.0
363 Abbey	1.10	0.01	4.7	10.0
364 Abbey	1.10	0.01	4.7	10.0
365 Abbey	1.10	0.01	4.7	10.0
366 Abbey	1.10	0.01	4.7	10.0
367 Abbey	1.10	0.01	4.7	10.0
368 Abbey	1.10	0.01	4.7	10.0
369 Abbey	1.10	0.01	4.7	10.0
370 Abbey	1.10	0.01	4.7	10.0

## MOTOR, AIRCRAFT

1994 High Low Company	Price	Chg	Yld	P/E
371 Abbey	1.10	0.01	4.7	10.0
372 Abbey	1.10	0.01	4.7	10.0
373 Abbey	1.10	0.01	4.7	10.0
374 Abbey	1.10	0.01	4.7	10.0
375 Abbey	1.10	0.01	4.7	10.0
376 Abbey	1.10	0.01	4.7	10.0
377 Abbey	1.10	0.01	4.7	10.0
378 Abbey	1.10	0.01	4.7	10.0
379 Abbey	1.10	0.01	4.7	10.0
380 Abbey	1.10	0.01	4.7	10.0

## NEWS, PUBLISHERS

1994 High Low Company	Price	Chg	Yld	P/E
381 Abbey	1.10	0.01	4.7	10.0
382 Abbey	1.10	0.01	4.7	10.0
383 Abbey	1.10	0.01	4.7	10.0
384 Abbey	1.10	0.01	4.7	10.0
385 Abbey	1.10	0.01	4.7	10.0
386 Abbey	1.10	0.01	4.7	10.0
387 Abbey	1.10	0.01	4.7	10.0
388 Abbey	1.10	0.01	4.7	10.0
389 Abbey	1.10	0.01	4.7	10.0
390 Abbey	1.10	0.01	4.7	10.0

## OILS, GAS

1994 High Low Company	Price	Chg	Yld	P/E
391 Abbey	1.10	0.01	4.7	10.0
392 Abbey	1.10	0.01	4.7	10.0
393 Abbey	1.10	0.01	4.7	10.0
394 Abbey	1.10	0.01	4.7	10.0
395 Abbey	1.10	0.01	4.7	10.0
396 Abbey	1.10	0.01	4.7	10.0
397 Abbey	1.10	0.01	4.7	10.0
398 Abbey	1.10	0.01	4.7	10.0
399 Abbey	1.10	0.01	4.7	10.0
400 Abbey	1.10	0.01	4.7	10.0

## INDEX-LINKED

1994 High Low Company	Price	Chg	Yld	P/E
401 Abbey	1.10	0.01	4.7	10.0
402 Abbey	1.10	0.01	4.7	10.0
403 Abbey	1.10	0.01	4.7	10.0
404 Abbey	1.10	0.01	4.7	10.0
405 Abbey	1.10	0.01	4.7	10.0
406 Abbey	1.10	0.01	4.7	10.0
407 Abbey	1.10	0.01	4.7	10.0
408 Abbey	1.10	0.01	4.7	10.0
409 Abbey	1.10	0.01	4.7	10.0
410 Abbey	1.10	0.01	4.7	10.0

1994 High Low Company	Price	Chg	Yld	P/E
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## PAPER, PRINT, ADVTG

1994 High Low Company	Price	Chg	Yld	P/E
411 Abbey	1.10	0.01	4.7	10.0
412 Abbey	1.10	0.01	4.7	10.0
413 Abbey	1.10	0.01	4.7	10.0
414 Abbey	1.10	0.01	4.7	10.0
415 Abbey	1.10	0.01	4.7	10.0
416 Abbey	1.10	0.01	4.7	10.0
417 Abbey	1.10	0.01	4.7	10.0
418 Abbey	1.10	0.01	4.7	10.0
419 Abbey	1.10	0.01	4.7	10.0
420 Abbey	1.10	0.01	4.7	10.0

## LEISURE

1994 High Low Company	Price	Chg	Yld	P/E
421 Abbey	1.10	0.01	4.7	10.0
422 Abbey	1.10	0.01	4.7	10.0
423 Abbey	1.10	0.01	4.7	10.0
424 Abbey	1.10	0.01	4.7	10.0
425 Abbey	1.10	0.01	4.7	10.0
426 Abbey	1.10	0.01	4.7	10.0
427 Abbey	1.10	0.01	4.7	10.0
428 Abbey	1.10	0.01	4.7	10.0
429 Abbey	1.10	0.01	4.7	10.0
430 Abbey	1.10	0.01	4.7	10.0

## INSURANCE

1994	361	Port Leland	316	...	0.5	12.2	14.1	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...
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General Accident

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Salary according to experience and qualifications. Based West London.

For further details please contact Tom Rivers on 081-762 4171. For an application form please send a postcard (quote ref. 15033/1) by April 26th to BBC Recruitment Services, PO Box 7000, London W12 7ZZ. Tel: 081-749 7000. Fax: 081-762 5151. Application forms to be returned by May 3rd. It is envisaged that interviews will be held on May 11th and 12th.

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## LAW

● NEW TRAINING 37  
● TAX CHANGES 37

Dr Anthony Barton on the collapse of a six-year, £30 million personal injury case

## Taxpayers swallow a bitter pill

What seemed likely to be the biggest personal injury action in British legal history has recently collapsed at a cost of £30 million to the taxpayer. Not a penny has been recovered for any of the 5,000 plaintiffs after six years of battling. The irrecoverable costs of the defence are passed on to the public.

The claims, over tranquillisers called benzodiazepines — Valium, Librium, Mogadon, Avian — collapsed after the legal aid board's decision to withdraw funding because of the difficulty of establishing liability (although judicial review of the board's decision is being considered). The Court of Appeal remarked on the very considerable problems a causation.

First, legal aid was withdrawn in cases against Roche Products, the makers of Valium, Mogadon and Librium, on advice from the plaintiffs' own legal team, which thought the few hundred-winnable cases did not justify the huge costs of carrying on. The last month the board withdrew aid over the 1,000 claims against Wyeth, the makers of Avian. The fall-

up of the action is in line with other such claims: an independent survey conducted for the Association of Personal Injury Lawyers has shown that the success rate of legally aided pharmaceutical claims is zero. Everyone — including plaintiffs and defendants' lawyers — now accepts that there is an urgent need to review the way legal aid is administered in medical and pharmaceutical claims.

Too often the only beneficiaries are lawyers and so-called experts. Ironically, legal aid actually puts the plaintiff in a strong position against the defendant for two reasons. First, the plaintiff, even if unsuccessful, is not liable for the defendant's costs. The defendant must bear his own costs even if successful. So the

plaintiff is placed in a no-lose position and the defendant is placed in a no-win position with respect to costs. Even weak claims can have a nuisance value irrespective of their merits since their costs may exceed their value.

Second, the board has stated that "the area office sees only one side of the case and it is for the court to adjudicate on the issues". The board tends to rely on advice from the plaintiffs' lawyers in deciding whether or not to fund a claim. Such advice by definition cannot be independent since the plaintiffs' advisers have a financial interest in the advancement of the claim.

There has been widespread concern about the quality of plaintiff lawyers in medical and pharmaceutical claims. The level of competence of some solicitors has raised serious issues of "public protection". Unfortunately, it is not uncommon for assisted claims to be misconceived, non-viable or unsustainable on their own alleged facts.

Parliament did not intend that such claims should be supported at the taxpayers' expense. Ill-founded claims cause irrecoverable ex-

**'Money spent on legal aid must not be wasted'**

pense to defendants; furthermore, an allegation of negligence causes great anxiety to the doctor involved irrespective of its merits.

Unnecessary suffering may be caused to the plaintiff whose expectations are raised. The public pays, directly and indirectly, the costs of the plaintiff and the defendant. This represents a waste.

Patients with a proper claim may be deprived of justice as legal aid becomes less available in response to an ever-rising bill. Health care itself may become less available because irrecoverable legal costs have to be met out of the healthcare budget.

The Court of Appeal has recently observed that "it is no answer that there are public authorities or insurance asso-



Tranquillisers can relieve anxiety, but can also cause legal and financial depression

ciations that are footing the bill. The National Health Service has better things to spend its money on than lawyers' fees and the cost of medical insurance is a matter of public concern" (my italics).

The present system is clearly unacceptable to plaintiffs, defendants and the taxpayer. It may cause injustice and is open to abuse.

The funding of medical and pharmaceutical claims at huge public cost ought to be based on advice to the board that is not only independent but is seen to be independent. And there must be independent auditing of claims. There is also the matter of public accountability. Such claims can be complex in that the legal and scientific issues may not be readily separable. The system of litigation, however, imposes a strict separation of

expert and legal professional functions (which is reinforced by the legal aid legislation).

Expert advice is provided by doctors and scientists who often do not have training in legal reasoning. This advice is interpreted, evaluated and presented by lawyers who frequently do not understand scientific concepts.

It is a recipe for chaos. The Master of the Rolls has recently suggested that a judge could appoint an independent expert to advise the court to "limit the sometimes scandalously high cost of the present lawyer-led, trial-centred system with more being investigated and resolved at informal meetings ahead of the trial".

It is, therefore, astonishing that legal aid area committees consist only of solicitors and barristers.

The board — which is now drawing up a report on how such claims might best be

dealt with — should obtain independent and objective multi-disciplinary advice on the merits and reasonableness of a claim before granting legal aid on the application and advice of plaintiff lawyers.

The Lord Chancellor's Department has stated: "It is important that the money which is spent on legal aid is not wasted, either by poor advice or on any inefficient or wasteful service." The board should take note and act accordingly.

● The author is a solicitor who is also qualified medically.

## Face it, we are all solicitors now

Solicitors and barristers seem on course for a fused legal profession in which the difference between the two branches will become imperceptible. The first solicitor High Court judge, Michael Sachs, has been appointed. Richard Slowe became the first solicitor to exercise full rights of audience in the High Court. The Bar's policy think tank suggests the public have direct access to barristers. The Lord Chancellor's education and conduct advisory committee has recommended a common system of training.

Yet as recently as last September, John Rowe, then Bar chairman, described clients' direct access to barristers as "a move along the road to fusion and I am implacably against it". Even the think tank proposing direct access by the public declares itself against fusion and proposes restricted access. However, Neil Addison, a Bar Council member, has pointed out in these pages that no form of halfway house is going to last for long.

How then has it come about that in such a short time there will be de facto fusion of the two professions? The answer is part-sociological, part-economic. The class differences that used to exist between solicitors and barristers have mainly disappeared. The strangled vowel sounds of some barristers owe more to assiduous practice than aristocratic descent. Now that aspiring solicitors and barristers have gone to the same schools and universities, the Bar's attitudes have changed. James Munby, QC, the head of the Bar's policy think tank, pulled no punches when he described the Bar as until recently "full of people from public schools and ancient universities... who have the absurd idea that we're gentlemen, not tradesmen". But the Bar is no longer regarded as the "senior service". It no longer has a preponderance of the more talented graduates. The big City solicitors firms attract the cleverest lawyers with a combination of interesting work and high pay. One top City solicitor said the Bar's working practices made it easier for his firm to recruit.

"The really clever ones know that whether they get on or not depends upon the clerk. Many don't want to take the chance; they become solicitors instead."

This narrowing of the divide between solicitors and barristers has been accompanied by unprecedented economic pressure on both branches of the profession. Solicitors have to provide value for their increasingly demanding clients. There are now 7,735 barristers, an increase of nearly a quarter in the past four years. The amount of work has decreased, however, because of the recession

and legal-aid cutbacks. Much of the fighting over access to the Bar and solicitors' rights of audience is no more than squabbling over a shrinking cake.

The real difference now between solicitors and barristers is of personality. The individualists opt for the Bar and the team players for the solicitors' branch. Among advocates, there are no differences — full-time solicitor-advocates are every bit as egotistical as their barrister brethren.

Direct access is far more fundamental a change than letting solicitors have full advocacy rights. The first 32 solicitors to be granted advocacy rights had previous high level experience. Other solicitors will have to attend an expensive course and be tested. Few will find it worthwhile. The Crown Court is notoriously unprofitable and the basic legal aid fee of £35.25 for an appeal against conviction will not tempt many. Now that the county court limit is £50,000 there is ample scope for civil solicitor advocacy in all but the heaviest of cases.

Barristers, on the other hand, will change irrevocably once they accept instructions directly from the public. Their chambers will have to reorganise to deal with extensive correspondence. Barristers will find that their days are taken up with seeing clients and dealing with letters and telephone calls. Even American trial lawyers spend most of their time on paperwork. Direct-access barristers will find they need to move their chambers to better positions to attract clients and to think about how to get work from the public rather than from solicitors. They will need proper accounting systems to deal with clients' money. In short, they will rapidly become indistinguishable from firms of solicitors. They will still call themselves barristers but to the public it will be as relevant as the difference between solicitors and commissioners for oaths.

The battle over fusion is lost the moment the Bar accepts direct access by the public. There will still be skirmishes. Solicitors have asked for the right to wear wigs in court, as if anyone in his right mind would want to wear one, anyway. Not surprisingly, the judges have refused; the sergeants may have entered the officers' mess but nobody is going to let them sit in the colonel's chair.

The solicitors have regrouped and are pressing for the right to use robes and lavatories at court. The new front line will be the toilets at Telford County Court. It does not matter who wins. Once we all do the same work, we are all the same and it is no good pretending otherwise.

● The author is a practising solicitor.



PATRICK STEVENS

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### Making history

THE campaign to establish Britain's first museum of law quitted last week with a reception in London. The campaign, which has acquired premises in Nottingham for its Galleries of Justice, has raised £2.2 million towards its target £3.5 million.

The centre, at the old Georgian Shire Hall, with its magnificent Victorian court building, is due to open next spring. It will feature an exhibition, "Law Through the Ages", and a section for law education involving schools. Geoffrey Goldsmith, the solicitor from Kidd Rapinet, Reading law firm, whose idea the museum was, wants lawyers to dig through their archives for anything of value. He says: "We particularly want items connected with famous legal cases."

Contact Peter Nagle, the campaign manager, on 0602 520555.

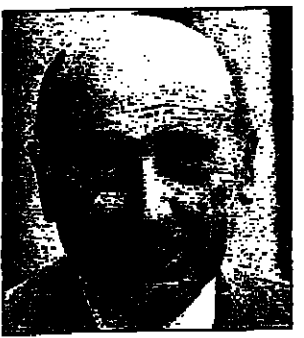
### Courting work

Sir David Napley, the solicitor-advocate the Bar loves to hate, has won full rights of audience and is now eligible to take cases in any court. Sir David, 78, regrets that the lifting of the restrictions has not come sooner. But he plans to use his new rights. "I won't rush in, but when the right

case comes along I shall certainly be exercising my wider rights of audience."

### Election hearing

A GROUP of British lawyers flew out to South Africa last Friday to participate in the observation of the country's



Sir David Napley: any court

first non-racial democratic elections. The lawyers will be posted to different locations with a brief to report in case intimidation and corrupt electoral practices occur.

### That's Howe

GEOFFREY Howe has been re-elected managing partner of Clifford Chance, London's largest law firm, for the third

time. Keith Clark, a senior partner, says: "I am delighted.... Geoffrey has been re-appointed for a further three years. He is an outstanding managing partner with a complete grasp of the firm's business."

"The position was not contested, but there was still a full partnership vote. "We go through a validation process which requires an appropriate majority vote, because we need to ensure that the managing partner has the full backing of the firm," Mr Clark says.

### Rave on

FREQUENTERS of raves probably do not much care whether they are technically held "inside" or "outside."

However, a group of local councils which is trying to control raves by means of conditions attached to promoters' permits must care rather a lot following a decision by a stipendiary magistrate which has left them on the wrong side of a legal loophole. The decision effectively prevents them from enforcing permit conditions. "Astounded" by the decision the councils are considering a jointly funded appeal to the High Court.

### A kind of magic

BEWARE magicians masquerading as road traffic controllers. A woman in Suffolk has just received a parking ticket after double yellow lines were painted underneath her car which she had left unused, near her home for four days.

The contractor who painted the lines denies lifting her car up to do it. Nevertheless, an enquiry has been launched and the woman has been excused the fine.

### Jail tales

IN 1971, Brendan O'Friel, who is now the governor of Risley prison, wrote an article about prison overcrowding, asking how it could possibly be allowed to continue.

The problem is considered again in the current issue of *Prison Service Journal*, in which Mr O'Friel describes the prison service as "the only public service which is trying to provide a demand-led uncapped resource". Twenty-three years after his first article, the problem is still unresolved and multi-occupations of the cells is considered unremarkable by the public. The issue makes for a sobering read — for light relief, turn to page 15 of the journal and the film reviews from the pens of officers at the prisons, Woodhill and Full Sutton.

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For further information, in complete confidence, please contact Gareth Quarry or June Merrifield on 071-405 4062 (081-340 7078 evenings/weekends) or write to them at Quarry Douglas Commerce and Industry Recruitment, 37-41 Bedford Row, London, WC1R 4EJ. Confidential fax 071-431 6394. Initial discussions can be held on a no names basis.



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## RAWLISON AND BUTLER SOLICITORS

Rawlison & Butler is one of the leading law firms in the South East with an enviable reputation for providing a quality of service usually only found within major city or substantial regional practices.

Established in 1865, the firm acts for a broad range of clients from individuals and private businesses to public limited companies and institutions based mainly in the UK, Europe and North America. The firm has developed as a corporate and commercial law practice and now boasts an excellent track record of growth, client acquisition and profitability.

As part of their plans for the future, Rawlison & Butler now seeks assistants in the following areas:

## GARFIELD ROBBINS LEGAL RECRUITMENT CONSULTANTS

### COMMERCIAL PROPERTY

2 year qualified solicitor with first-class professional record and experience. Must be able to demonstrate ability to work as part of a team and to assume responsibility. Work will include most areas of commercial property.

Newly qualified solicitor wishing to become part of a team specialising in development and site acquisition work. Must display sound common sense and the ability to get on with people. Training will be given.

### CORPORATE TAX

2 to 4 years qualified solicitor to provide specialist tax advice to the firm's commercial clients with a view to developing and building on the reputation and work of the commercial departments of the firm.

### COMPANY/COMMERCIAL

Newly qualified solicitor to assist as part of a team on transactional work including corporate finance, mergers and acquisitions and general commercial and corporate work. 6 months experience in articles is required, although again the firm has emphasised that it will provide training.

Experience for the above positions is preferred from a major London or regional firm with a reputation in the above areas.

Please contact Nicholas Robbins or Alison Barrett on 071-628 8400 (or 081-874 6438 evenings/weekends) or write to them at Garfield Robbins, Moor House, 119 London Wall, London EC2Y 5ET. Confidential fax: 071-628 9001

### FOCUS ON PROPERTY

Nationwide we have seen a dramatic upturn in the number of commercial property vacancies registered since January 1994. These include both junior vacancies with firms in London, Manchester, Leeds and Birmingham and also more senior partnership opportunities with recognised commercial practices.

As clients become more active and confidence in the market improves, so does the need to recruit high quality, commercially minded lawyers. Below are three examples of recent instructions:

**PROPERTY** - A PARTNER  
Highly respected property department of leading Central London firm has "gap" at junior partner level. Seeks individual with entrepreneurial flair to assist with development of new business. Successful candidate will be junior partner elsewhere, ideally with sufficient connections to generate £100K of following. Genuine fast track opportunity which offers swift integration into equity. (Ref2041)

**PROPERTY - BIRMINGHAM** - COMPETITIVE  
One of Birmingham's leading commercial firms is experiencing a significant upturn in volumes of property work, handling retail and development matters for commercial and institutional clients. Ideal candidate will be 1-3 years qualified and trained as a first rate City or regional firm. Excellent quality office environment and highly competitive package. (Ref3164)

**PROPERTY + FINANCE MIX** - TO £45,000  
Property lawyers with between one and four years' post-qualification experience are invited to apply for a mixed property finance and mainstream property position. Background in corporate finance or banking law would be useful, combined with post-qualification specialisation in property. Pre-requisites include first rate academics and commercial approach to property transactions. Will join high profile team with impressive reputation in the market. (Ref3042)

To find out more about these or the many other vacancies presently registered with us, please contact Jonathan Brenner, Lisa Hicks or Jonathan Macrae on 071-377 0510 (081-940 6848 evenings/weekends) or write to us at Zarak Macrae Brenner, Recruitment Consultants, 37 Sun Street, London EC2M 2PY. Confidential fax 071-247 5174.

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### LONDON / REGIONS

**CORPORATE PARTNER** - £70-140,000  
Well managed, small/medium-sized London firm seeks to invest in dynamic partner, preferably aged 29-36, with good corporate finance background. Firm is receiving instructions on significant floats which this individual will be expected to handle, as well as developing additional work through own endeavours. Immediate partnership role, close following or ability to generate work through own connections a definite advantage. (Ref2878)

**LITIGATION PARTNER** - £60-100,000  
Reformal and successful medium-sized London firm seeks to strengthen its litigation practice through the appointment of another lawyer at senior assistant/junior partner level. Ideal candidate will either bring a small (<£100,000) following, or a strong profile in a specialisation such as employment, insurance or insolvency. Firm will be able to provide an immediate caseload and integrate new partner in ongoing marketing initiatives. (Ref3050)

**CORPORATE TAX** - TO £42,000  
City trained tax lawyer sought with 1-3 years' post-qualification experience to join Tax Unit within medium-sized City firm. Top level salary on offer for the right candidate and fast track career path. Mixed workload comprising transactional work, some of it VAT, direct involvement with clients and corporate support. Strong commitment to training and career progression. (Ref3043)

**IN-HOUSE BANKING** - C.£40,000  
Relatively young London office of international banking group seeks first rate mainstream banking solicitor, ideally 2-5 years qualified, with experience gained in-house or in private practice. Work will be wide ranging, including syndicated lending, advice on security and some basic capital markets. Role will continue to develop as bank expands internationally. Number 2 in team. Will command excellent salary and banking benefits package. (Ref3150)

## PRIVATE PRACTICE

### PRIVATE CLIENT

Highly regarded regional firm which has expanded successfully through organic growth is seeking an exceptional 2-5 year qualified private client lawyer to join its Oxford office. The successful candidate will have had good experience in tax, probate and trust administration matters. Ref T16743

### EMPLOYEE BENEFITS

Well established medium-sized City firm representing many substantial corporate and institutional clients is actively seeking a 2-4 year qualified lawyer with excellent employee benefits experience ideally gained from a leading City firm. Good communication skills and a first-class academic record are essential. Ref T15670

### PLANNING

1-3 year planning lawyer is sought by leading London firm. Instructions encompass a range of planning matters and stem from institutions, retailers and developers. Relevant experience from a firm of recognised quality or from a local authority is a pre-requisite. Outstanding opportunity. Ref T16463

### COMMERCIAL PROPERTY

City based international firm with offices in major business centres worldwide is looking for 2-5 year commercial property lawyers. The successful applicant will possess good technical skills, a strong academic record and will retain the opportunity of joining this vigorous and forward-looking organisation. Ref T15974

### CORPORATE TAX

1-3 year qualified tax lawyer sought by leading UK and international law firm whose main areas of practice are corporate finance and M&A work. The successful candidate will have excellent academics and ideally the ATU qualification. Robust personality, City background. Ref T16443

### BANKING

London office of an impressive provincial practice with an excellent reputation in the banking field now seeks senior banking lawyer who is currently working as a top City finance firm who is able to demonstrate a proven aptitude for practice development with significant frontline experience plus the drive and ambition necessary to become a partner. Ref T16199

### PRIVATE CLIENT

Junior private client lawyer with 1-3 years' post-qualification experience is sought by a City law firm. The successful candidate will have a strong academic record and will retain the opportunity of joining this vigorous and forward-looking organisation. Ref T15974

### EMPLOYMENT

Very successful firm with an impressive track record both in the UK and internationally now seeks an employment lawyer with at least 3 years' post-qualification experience. The successful candidate will have a strong academic record and will retain the opportunity of joining this vigorous and forward-looking organisation. Ref T15974

For further information in complete confidence, please contact June Merrifield or Andrew Skinner (both qualified lawyers) on 071-405 4062 (081-340 7078 evenings/weekends) or write to them at Quarry Douglas Recruitment, 37-41 Bedford Row, London WC1R 4EJ. Confidential fax 071-431 6394.



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## CORPORATE SECRETARY TO NHS TRUST

Our client is a recently created NHS Trust specialising in care for people with mental ill health. An ambitious programme of service development is well under way, and valuable contracts have been won from fundholding GPs and other purchasers.

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To fulfil all the potential of this senior-level role, you will need significant experience in an Administration/Secretarial position, possibly in the public sector. While not necessarily a qualified lawyer, you will have a good grasp of the way legislation impacts the conduct of the health care sector and your particular skill will be in helping senior executives to reconcile business objectives with legal and statutory compliance. If you feel you are ready for a role that will put you at the centre of decision-taking in an important NHS trust, please send your CV to Bob Gunning, Austin Knight UK Limited, Knightway House, 20 Soho Square, London W1A 1DS. Please quote reference A449.

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\* The post will suit an ambitious solicitor with at least two year's non-contentious or contentious post qualification experience. For an informal discussion, make contact with Macdonald & Company, Donhead House, Donhead St Andrew, Shaftesbury, SP7 9EB; Fax 0747 828047; DX 46013 Shaftesbury; Tel 0747 828337, quoting ref. SRM/2344.

Applications will be treated in strict confidence

MACDONALD & COMPANY

## WINCKWORTH PEMBERTON

TWO ASSISTANT SOLICITORS

We need to recruit two able and enthusiastic assistant solicitors for our Litigation Department and one for our Housing and Local Government Department. Applicants should be newly or recently qualified with a good academic record and want work to be fun.

### Litigation Assistant

We expect you to have willingness and ability to tackle a wide variety of litigation with an interest in acting for housing associations.

### Housing and Local Government Assistant

This department is well known for its innovative approach to legal solutions to social housing problems. You need a sound knowledge of conveyancing but will spend most of your time on non-contentious aspects of major housing transactions.

Litigation applicants should write (please do not telephone) with CV to Nick Welch.

Housing applicants should write (please do not telephone) with CV to Catherine Hand.

Winckworth & Pemberton  
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## Locum Appointments

Reliance Legal are the major specialist provider of high calibre locums in the UK. Our locums enjoy the flexibility and versatility of short term contract work. For some, it is a stepping stone to secure permanent employment. For many solicitors, barristers and legal executives it is an ideal solution.

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1(b) Downshire Hill  
Hampstead, London NW3 1NR.

NO TELEPHONE ENQUIRIES-POSTAL APPLICATIONS ONLY





Sally Hughes, a pupil barrister, having an advocacy lesson with Ian MacDermott, a professional trainer, left, and Lawrence Kershen, a criminal QC

## The new face of advocacy

**S**crew your face up tight then slowly stretch it fully, widen your eyes as well. Puff your face up with air and suck it in through the cheeks... give the appearance of effortlessness... the rules will seem obvious when you get to know them...

Advocacy training ranges from the purely technical — who goes first, how to address the court, how to introduce evidence — to a plethora of writing on the "art" of achieving a rapport with the court, the type of advice somewhat unfairly sampled above.

Advocacy can be the most hair-raising performance on earth, even for those at the top of the tree. You must know the law, procedure and the rules of evidence. You must have completely internalised your client's case and then, without script, rehearsal or direction, communicate effectively to produce the right decision.

Poor communication and performance anxiety haunt all but the most accomplished or thick-skinned advocates. There's a lot riding on your powers of persua-

It might sound unusual, but a radical approach to training lawyers who appear in court does work, says Sally Hughes

sion — your client's freedom, happiness, future solvency or ability to hold his head up high at Rotary perhaps.

This client will be devastated if you panic or dry up, and your opposite number will smell blood. Judges' faces do sometimes have a habit of screwing up very tight while their eyes get bigger. Then it's not much use puffing up your face and sucking it in through your cheeks. Feigning death can seem the preferable option.

The "art" of advocacy has long been communicated by aphorisms, injunctions about sounding confident and not asking too many questions, and above all, the smug reassurance that it can only be grasped intuitively, on your feet. But two revolutions are under way.

One is the death of the histrionic 19th-century clones, unfortunately still thriving on the television screens. The young Sweeney man who brays at a jury, so hard that

they wince and look at the floor is giving way to the woman whose conversational pitch has them nodding in agreement and mouthing the ends of her sentences with her.

Keith Evans, a barrister and writer on advocacy, reminds his readers: "Your jury is a modern jury, they're thinking and feeling the product of the cinema, the television, the welfare state, tabloid newspapers, fast food, pre-digested news items... they're not used to words as their primary source of information and of understanding, but to visual images, and swiftly-edited visual images at that."

The second revolution, still embryonic, aims to help advocates understand and consciously use psychological techniques to enhance their interaction with juries, judges and opponents in court. Can the magic touch be grafted on surgically? Lawrence Kershen, a criminal QC, believes that training in a controlled environment, using

psychodynamics, can liberate the fair and mental agility locked up by anxiety and lack of awareness. "Most of us would acknowledge that our effectiveness as advocates is affected by our internal state," he says. "The ability to control these states is a skill which is developed with experience. It is possible to encapsulate the learnings of experience through training."

There's no law or procedure at Kershen's classes, a new series of which start at the Institute of Advanced Legal Studies today. They consist of three weekly sessions, between which participants must try to practise their new techniques. His training aims to draw on and create experience.

The first session employs "Representational Systems". In court, the case is going badly and the judge is getting annoyed. Kershen tells his class first to visualise the scene as the advocate, then to step outside the advocate's shoes and "disso-

ate" from him to view the scene from above, before returning to the well of the court.

"When my feet were in the advocate's shoes I felt hot, my mind was racing," said Pauline Hendy, a participant and barrister of eight years standing. "I felt a lot more comfortable when I was looking down on the situation."

Working in pairs, participants then continue the session, stepping into imaginary circles in which they could summon previous experiences of successful advocacy (both in and out of court) to their aid.

The second session deals with "Peak Performance": techniques to understand and use the behaviour of other actors in challenging situations. The fruits of this are reported to the third session. "Thinking on your feet".

By this time Ms Hendy's approach had hardened. "I realised I'd been nice as pie all this time. When I went to court in truculent mood, the court became more questioning of my opponent."

Further information from the Institute of Advanced Legal Studies: 081 540 4507

## Tax shock for solicitors

Lawyers must be on the alert if they are to avoid huge bills from the Inland Revenue caused by tax law changes

**T**he partners in the big City law firms are among the highest earning self-employed taxpayers in the land. Lawyers in small high street practices, by contrast, have a different story to tell.

In both cases, however, the impending switch to "current year" self-assessment for income-tax collection — with transition arrangements starting in the next couple of weeks for some firms — will have important implications for how they run their businesses and conduct their personal affairs.

To the lay person, the notion of partners in law firms being "self-employed" may appear to be almost as far-fetched as John Birt's erstwhile claim to similar status with the BBC. Nonetheless, it has brought benefits including, most notably, that of paying tax, in effect, a couple of years in arrears.

This comfortable arrangement will be changed by the Finance Bill when it receives royal assent next month. The first income tax payments under the new regime will be made in 1998: 1996-97 will serve as a transitional year in which a catching-up process will take place by averaging the profits for the two years ending in 1996-97. In effect, this means that for some firms the compilation of figures for the transitional period is about to start.

As a result of the imminent changes, leading accountants such as Denise Catterall at Coopers & Lybrand are warning that law firms must be alert to the implications if they are not to be hit hard by a disproportionate tax demand in three years' time. On the other hand, by virtue of the transitional arrangements, it had appeared that through a degree of careful forward planning, lawyers might be able to achieve considerable savings on their tax payments.

That prospect, however, has been severely damaged by guidance issued by the Inland Revenue

within the last few days which has made it clear that it will crack down hard on anyone who seems to be manipulating their affairs to avoid payments.

"Having spoken to my advisers it seems that actions which would normally be regarded as conventional good business measures, may be classified by the Revenue as avoidance and attract penalties," said Mr John Wheelodon, the managing partner of the Cambridge law firm, Palmer Wheelodon.

The efficiency with which law firms conduct their tax affairs varies. Although the big firms are very much on top of things, and are markedly coy about public discussion of how they manage their business, there is great inconsistency among smaller firms.

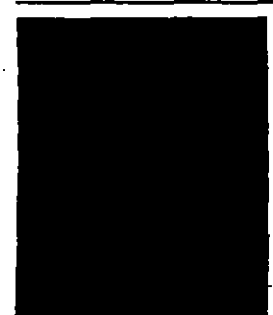
Palmer Wheelodon had foreseen the possibility of change in the system some time ago and, following advice from its accountants, Touche Ross, had sensibly changed its year-end to a more efficient date.

"Undoubtedly, once the new system has settled down, there will be advantages in current year self-assessment," said Mr Wheelodon. "We will be held individually not collectively responsible for our tax affairs so there will be an end to the 'joint and several' liability for our partners. It will also mean that there will be a more realistic assessment of the profits that we actually take."

In any case, law firms whose affairs are badly managed could find themselves in a mess. As Denise Catterall, an expert in the field, pointed out, some firms are as many as five or six years adrift in agreeing liability. This is compounded by the inefficient invoicing methods which some firms still operate — they could be making themselves vulnerable to excessive assessments during the transitional period.

EDWARD FENNELL

### LONDON - PARTNER & ASSISTANT POSITIONS



**GARFIELD ROBBINS**  
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#### COMPANY/COMMERCIAL

**Partner Designate £80,000+**  
This rapidly expanding medium sized City firm is looking for a partner or partner designate to join its Company/Commercial Department. They have stated that equity partnership will be offered soon after joining and therefore applicants must be motivated and willing to accept responsibility. Experience will have been gained at a City or large provincial firm. Candidates must be personable and forward-thinking, with some amount of following.

#### MEDIA

**Partner Level to £100,000**  
A relatively small, but expanding West End firm is looking for someone to join their TV/Film group. Ideally, suitable candidates will have a following or at least a subtle range of contacts. Marketing skills and a lively personality are more definitely a prerequisite for this position. The firm has long experience of media work and is looking to develop this area further. An ideal opportunity for someone who is looking to create their own niche.

#### BANKING

**Partner Designate £85,000+**  
Medium sized City firm requires either a senior assistant (at least 5 years qualified) or a current partner to assist in the development of the Banking Department. All banking work of the firm is currently handled by the corporate partners, and a following is therefore not required. City background with general corporate and international banking is essential, as is an entrepreneurial flair. Immediate partnership is available.

#### COMPANY/COMMERCIAL

**5 to 6 years qualified to £55,000**  
Leading 'international firm' with offices in Europe, the USA and the Far East, requires an additional English qualified solicitor to handle a varied workload including significant cross border transactions throughout Europe and the Middle East. Firm offers remuneration packages in excess of leading City firms. Experience is required from a large City firm.

#### COMMERCIAL PROPERTY

**Partner Designate £80,000+**  
A small, dynamic City firm with a first class reputation for their corporate work seeks a senior solicitor who is either a senior assistant or a partner with a following of at least £80,000 to join their small property department. The successful candidate will be working with the existing property partner to promote and develop the department. The department acts for a range of retail, developer, institutional, corporate and entrepreneurial clients. Unfettered long term prospects.

#### COMMERCIAL PROPERTY

**1 to 3 years qualified to £40,000**  
A large City firm with a highly regarded Commercial Property Department which acts for developers, institutions, retail chains and banks seeks an additional assistant solicitor from either a large City or a renowned property department. The department receives the majority of its instructions directly from clients rather than simply being a service department to the corporate department.

#### COMPANY/COMMERCIAL

**1 to 3 years qualified to £40,000**  
Medium to large sized City practice with increasingly strong reputation for its corporate work, is now actively recruiting in this area. The department's expansion is part of a controlled long term plan and candidates will expect to handle a broad range of work including M&A, joint venture and MBO's for a high quality private and public company client base. You should also be a highly motivated team player with a City background.

#### TELECOMS

**1 to 3 years qualified to £41,000**  
Major City practice with an extremely highly rated commercial department seeks a specialist to join its expanding telecommunications group. Candidates will have gained experience in this area and may have experience of telecoms work in other jurisdictions. Applicants should be looking for a long term move into a highly respected and well-known unit.

Please contact Helen Wynne-Jones or Gavin Crocker on 071-628 9400 (or 081-646 4955 evenings/weekends) or write to them at Garfield Robbins, Moor House, 119 London Wall, London EC2Y 5ET. Confidential fax: 071-628 9001

### LONDON

#### COMM PROP to £120K

Highly regarded, medium-sized firm serving its UK and foreign client base from prestigious West End and overseas offices seeks a senior heavyweight property specialist to replace an outgoing partner. Strong management and practice development skills are essential. A part caseload awaits (a part following is sought); cross fertilisation opportunities abound. Excellent prospects.

#### EMPLOYMENT c.£45,000

Bucking the trend and enjoying sustained growth, this c.40 partner City practice now seeks an exceptional and highly motivated lawyer, 2-4 years' PQE for its impressive employment law unit. Mixed contentious and non-contentious caseload available. Excellent technical and interpersonal skills sought. Top rate remuneration offered reflecting the importance of this appointment.

To discuss any of these opportunities in greater detail please contact Simon Jones or Simon Hayes on 071 404 6669 (evenings/weekends 081 624 3971), or write to us, in complete confidence, at Egan Jones Recruitment Ltd, 6 Warwick Court, London WC2R 3DQ, (Fax: 071 404 6469).

#### PRIVATE CLIENT Partner

With an impressive private (and commercial) client portfolio, this flourishing medium sized central London firm seeks a successor to the retiring Head of Dept. Broad experience of wills/trusts/tax and estate planning for high net worth individuals (including offshore) is essential; some corp tax experience desirable. The successful partner will play a lead role in this busy and important department.

#### COMM PROP £42,000

Dramatic increase in property instructions has been experienced by this medium-sized Central London firm from its growing body of acquisitive clients necessitating the partnership's expansion plans. An outstanding solicitor 3-4 years' PQE seeking a high level of responsibility and client contact is now sought. Excellent prospects including partnership offered.

#### INSURANCE LIT c.£32,000

Prestigious international City firm, highly regarded in Insurance/Reinsurance law seeks a top flight, academically strong, junior insurance litigator (1-2 years PQE), to take over a full and demanding caseload acting for major insurance companies and underwriters. Based in the firm's Lloyds office, this is an exceptional opportunity to join a leading player.

#### PERS INJURY c.£100,000

Head of Unit sought by the successful and expanding Litigation Department of this highly profitable medium-sized West End practice. Already well established in the insurance field and with a growing PI caseload the partnership seeks a highly motivated solicitor with management and practice development skills to build up the existing team. A competitive salary and clear route to equity are offered.

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### COMMERCIAL LAWYER

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Burger King Corporation is a subsidiary of Grand Metropolitan Plc, one of the United Kingdom's largest international companies. GrandMet is pre-eminent in the food, drink and branded retailing sectors with sales of approximately £8 billion. Burger King is a leader in the fast food industry, operating in some 50 countries around the world and all 50 US states.

To support a sustained and vigorous strategy of international growth, an opportunity has arisen for a high calibre lawyer with between 2-4 years' relevant company/commercial experience, to join the legal department at the company's European Headquarters in West London.

Reporting to the Vice President of this legal department, the successful candidate will primarily manage the legal affairs of the company operations in Germany, France, Spain, UK and Sweden, and the franchise relationships of the Burger King Corporation in Europe, Middle East and Africa.

The day-to-day responsibilities will encompass a broad range of company/commercial matters, including acquisitions/disposals, joint ventures, franchising, commercial contractual agreements generally, anti-trust and the management of trademarks on an international basis. Whilst experience in all of these would be advantageous, of greater importance is the ability to display sound commercial judgement coupled with excellent oral and written communication skills. A UK or European legal qualification is essential and experience of a common law system is desirable. In addition fluency in English and German is prerequisite.

For further information, in complete confidence, contact Deborah Kirkman on 071-379 3333, (confidential fax 071-915 8714) or write to her at Robert Walters Associates, 25 Bedford Street, London WC2E 9EP.

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The Government of the Cayman Islands has vacancies for the position of:

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Application forms, together with Job Description and recruitment notes are available from:

The Cayman Islands Government Office  
Trevor House  
180 Brompton Road  
London SW3 1EX  
Telephone: 071 823 7613

Completed application forms with a curriculum vitae should be returned by 6 May 1994.

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# LEGAL APPOINTMENTS

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### HONG KONG

CLIFFORD CHANCE's intellectual property practice in Asia is expanding rapidly. As a result, we wish to appoint a UK or Hong Kong qualified lawyer to support a senior specialist IP lawyer.

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This is an exciting opportunity for a mature individual with first class communication skills as well as excellent research, analytical and writing skills. Previous work experience in Asia and a working knowledge of Cantonese and/or Mandarin would be a distinct advantage. Post qualification experience should ideally have been gained in intellectual property practice though the role may suit lawyers who wish to specialise in IP law and have a real interest in the region.

The successful candidate will be rewarded with an excellent salary and benefits package. Please write with full career details to:-

Chris Marshall  
Personnel Manager

200 Aldersgate Street  
London EC1A 4JJ

Telephone: 071 600 1000  
FAX: 071 600 5555

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A number of outstanding opportunities now exist within the following fields for ambitious candidates with the desire to progress their careers within a truly exciting environment.

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Employment	-	4-8 years ppe	Commercial Property	-	NQ - 1 year ppe
Banking/Corporate	-		Commercial Property	-	3-8 years ppe
Recovery	-	2-5 years ppe	Corporate Tax	-	2-6 years ppe
Pensions	-	2-6 years ppe			

These are rare opportunities to become a member of a forward thinking practice offering excellent rewards and prospects to satisfy high flyers.

For further details please contact Andrew Beavon on 021 200 2660 or evenings/weekends on 021 777 8368 or fax your curriculum vitae to 021 236 9351. Alternatively write to him at: 85/89 Colmore Row, Birmingham, B3 2BB.

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You will be a qualified solicitor or barrister with 3-4 years' relevant experience, ideally within another financial institution or in the financial services department of a law firm. Essential qualities are management ability, strong negotiating and drafting skills and a team oriented, commercial personality.

We offer an excellent city package including discretionary bonus and profit sharing. Please send your C.V. and a covering letter indicating how you meet the job requirement to:- Mike Gostick, Head of Personnel, Gartmore Investment Management plc, Gartmore House, 16-18 Monument Street, London EC3R 8AJ.

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The firm acts for a substantial number of high net worth individuals and the successful applicant will enjoy a diverse and challenging workload. In addition to empathy with the usual personal issues involved in matrimonial breakdowns, the work will require an understanding of complex estate planning, pensions and corporate issues and will often have an international dimension. The work will be demanding, stimulating and, occasionally, high profile.

Applicants for the position should have 2-4 years experience of matrimonial law gained in a firm with a respected matrimonial practice. They should be mature and confident individuals who are able to combine a sensitive approach with practical advice and be capable of producing quality work under pressure. In addition, candidates should be ambitious to establish themselves in their chosen specialisation and have the ability to work with autonomy and develop their own client base.

If you are interested in applying for this position, call Bob O'Dwyer on 071-628 5535, or write to him at David James Associates, 28 Grosvenor Street, London W1X 9PE enclosing your curriculum vitae.

### LONDON

**FRAUD** 2-5 yrs  
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Outstanding lawyer required by large high profile firm to handle demanding and varied co/comm caseload. City training an advantage. Excellent prospects.

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**ENTERTAINMENT** 3-5 yrs  
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Major City firm seeks several dynamic, high calibre sol with asset finance experience, particular expertise in aviation matters preferred.

**INSURANCE LIT** 6 MTRS-5 yrs  
Renowned City firm seeks three sol - one junior, two with 2-5 yrs ppe - with particular expertise of Lloyd's work. Prospects.

### PROVINCES

**HAMPSHIRE** PERSONAL INJURY  
Leading provincial practice seeks insurance specialists of 1-10 yrs ppe to join their established P.I. team. Solid defendant-based experience essential. Excellent prospects.

**SOUTH WEST** LITIGATION  
We currently have instructions from some of the top SW firms seeking civil lit sol of 1-5 yrs ppe. Applicants from P.I., debt and criminal specialists are particularly welcomed.

**LEICESTER** EMPLOYMENT  
Employment specialist with 6 months' - 3 yrs' ppe sought to join this major firm. Ideal opportunity for those with contentious and non-contentious experience.

**LEICESTER** PLANNING  
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**HAMPSHIRE** PRIVATE CLIENT  
High profile practice seeks dynamic sol of 5-10 yrs ppe to head their growing private client dept. Good marketing skills essential.

**MIDLANDS/NORTH** PERSONAL INJURY  
Several opportunities for senior (4 yrs+) defendant P.I. sol with good marketing skills. Excellent prospects.

### IN-HOUSE

**COMMERCIAL** 3-7 yrs PQE  
City trained commercial lawyer with excellent background and broad-based experience to include marketing, product liability and employment sought to join blue chip plc.

**EUROBONDS** To £50K & Burs  
New instruction from leading UK house seeking bright 2-4 yr qualified lawyer from top law firm or bank for challenging front-line role as part of small team.

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**BANKING** To £37K & Burs  
Bright young 2-4 yr qualified lawyer with good general commercial banking experience sought by major European bank.

Contact Susan Hall on 071-430 1711 or write to Graham Gill & Young, 44-46 Kingsway, London WC2B 6EN. (Fax 071-631 4166)

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This post will deal with the increased volume of work involving new product development with particular emphasis on marketing, mortgages, consumer credit, banking and data protection matters.

Your responsibilities will include monitoring changes in the law and advising operational areas of the potential impact upon the Company's documentation, systems and procedures. This will often involve research on new regulatory and legal developments, and demands close liaison with people at every level within the Company and externally.

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Proactive and commercially minded, you will be a team player able to grasp and assimilate new areas of the law. Excellent communication skills are essential.

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THE LAW SOCIETY

## ANNUAL CONFERENCE

Sopwell House Hotel & Country Club, St Albans

"An excursion into the current employment law field"

Speakers include Kamlesh Bahl, Chairwoman, Equal Opportunities Commission, and a number of high profile employment specialists from City law firms and Chambers.

Friday 13th May 1994  
Reception & Dinner

Saturday 14th May 1994  
Workshops & Lectures

The conference, which is sponsored by ZMB, is geared to interest both employment specialists and more general legal advisors in-house and in private practice.

If you wish to attend or would like further information, please contact The Conference Office at The Law Society, 30 Chancery Lane, London WC2A 1SX (071-320 5788) or alternatively Carmel Murphy at Zarak Macrae Brenner, 37 Sun Street, London EC2M 2PY (071-377 6510).

**ZMB**

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**SOUTH BIRMINGHAM** - General  
Senior sol, sought to join top City law firm. The successful candidate will be responsible for the day-to-day management of the general litigation department and will be expected to develop a strong client base. The position offers excellent career prospects and a competitive salary package. Applications should be sent to: HR Manager, City Law Firm, 100 Broad Street, London EC2M 2PY. Tel: 071-377 6510.

**LOCAL GOVERNING CONVEYANCE** - £30,000 - £40,000  
Leading City law firm seeks a highly motivated, energetic, and ambitious solicitor to join its Local Governing Conveyance Department. The successful candidate will be responsible for the day-to-day management of the department and will be expected to develop a strong client base. The position offers excellent career prospects and a competitive salary package. Applications should be sent to: HR Manager, City Law Firm, 100 Broad Street, London EC2M 2PY. Tel: 071-377 6510.

**COMMERCIAL PROPERTY** - £30,000 - £40,000  
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**LITIGATION** - £30,000 - £40,000  
Leading City law firm seeks a highly motivated, energetic, and ambitious solicitor to join its Litigation Department. The successful candidate will be responsible for the day-to-day management of the department and will be expected to develop a strong client base. The position offers excellent career prospects and a competitive salary package. Applications should be sent to: HR Manager, City Law Firm, 100 Broad Street, London EC2M 2PY. Tel: 071-377 6510.





## THEATRE page 40

Sandy Wilson's musical,  
The Boy Friend, is  
triumphantly revived on  
its 40th anniversary

## ARTS

## OPERA page 41

Judith Weir's new work  
is prepared for its  
world premiere at  
the Coliseum tomorrow



VISUAL ART: Back to nature in Bond St; a new glass gallery at the V&A; and Toronto's Renaissance man

# Truths written in stone

Richard Cork enjoys a London exhibition of work by Andy Goldsworthy, an artist usually at home in less confined spaces

Until three weeks ago, Andy Goldsworthy had no inkling that he would be able to stage a mammoth exhibition on three floors of a high, light-filled building in Old Bond Street. He knew that two West End galleries were scheduled to give his work an April airing. But neither Michael Hue-Williams Fine Art nor the Grob Gallery boasts a large space. So Goldsworthy was astonished to hear that Matsushita, the Japanese company which owns 27 Old Bond Street, had lent him the building for six weeks.

Normally, the rental value of such a prime site would be astronomical. But because Matsushita's president enjoyed Goldsworthy's recent exhibition at the Setagaya Art Museum in Tokyo, he made the entire space available free of charge.

The artist has responded with characteristic zest. Although Goldsworthy's expanding reputation rests on his lyrical transformations of landscapes all over the world, he is no stranger to gallery installations. Throughout this week he has been grappling with the drama of the ground-floor at 27 Old Bond Street — formerly Gucci's premises but now, temporarily, in a rough, raw, unfinished state which I can work with. Here he is assembling a spectacular multi-part sculpture. No fewer than 11 arches, made of stone hewn from Locharriggs Quarry near his Dumfriesshire home, will confront visitors when the show opens on Thursday. "In the past", he says, "buildings in London have been made from this quarry, so it's an appropriate journey for the new stone to make. It's soft red sandstone, fresh and beautiful and full of energy. I see the arches as a herd of animals, compressed together tightly."

An eager yet thoughtful 38-year-

old, with prematurely grey hair and close-cropped beard, Goldsworthy often gestures excitedly when he talks. As his decision to settle in a remote village implies, he feels happiest in the countryside. "By the time I've finished installing this show," he admits, "I'll feel drained. I'm not frightened of cities, but working in big buildings doesn't give me any nourishment."

Goldsworthy can only recharge himself by returning to nature, whether in Dumfriesshire or the other, even more sequestered places where he has worked recently.

**6 The power of this art lies in its capacity to surprise**

The locations documented in *Stone*, a handsomely illustrated new book bringing together his multifarious activities over the past three years, range from Lake Tahoe in Nevada to Kangaroo Island in Australia. Goldsworthy finds immense stimulation in travelling, and he responds to the parkland of Missouri as avidly as he does to Hope Ranch Beach in California.

He is adept at using whatever materials he finds in these disparate landscapes. Imagination is the keynote, along with a seasoned knowledge of how to seize the opportunities offered by a particular place. "My work has always been about the moment when it's made," he explains. "But as I get older, the more aware I become of the many layers beneath the surface of things. Time is everything: the leaves embedded in the ground of a forest are rich in time, and carving a hole leads you back through time to the heart of a stone."

Goldsworthy vividly recalls the sense of wonder he experienced when Colin Renfrew, the art-loving Master of Jesus College, Cambridge, took me to an archaeological dig in the centre of the town. I stared down into a deep hole, where they were recording all the



Andy Goldsworthy: "By the time I've finished installing this show," the artist admits, "I'll feel drained. Working in big buildings doesn't give me any nourishment"

layers of history contained there."

Hence the delight Goldsworthy felt last winter when, with the help of students from Carlisle College of Art, he excavated some bed rock in a Dumfriesshire field. "This is where it all began," he says, describing how they exposed the rock-fold and then encircled it with a protective stone wall. "My art is to show what is there — it's making things visible with the help of my feeling for places."

His work in Scotland is carried out with enthusiastic support from the son of the Duke of Buccleuch, whose estates lie all around Goldsworthy's village. He enjoys working with the landowners, farmers and quarrymen whose help often makes his sculpture possible. And his youthful stint as a farm labourer taught him the value of "working fluidly, going out day after day so that the work generates its own rhythm and creates possibilities which I would never have thought of beforehand."

The strength of Goldsworthy's art, at its improvisatory best, lies in his capacity to surprise. Who else would have thought of clothing a rock in Ouchiyama River, Japan, with a brilliant layer of red maple

## CRITIC'S CHOICE: LONDON GALLERIES

● **ZURBARAN:** The National Gallery's contribution to the current Spanish Arts Festival in London is fairly modest in scale, but original and absorbing. Zurbaran is still probably the least-known of the succession of great Spanish painters between El Greco and Goya. Oddly, his series of 13 single-figure canvases of *Jacob and His Twelve Sons*, dating from the 1640s and probably intended for somewhere in Spain's American colonies, has been in Britain since the early 18th century, though divided between two collections and little known. The grandly scaled pictures represent the family as a succession of elaborately and exotically garbed young men, painted with the elegant formality which is Zurbaran's hallmark. This is the first time the whole series has been shown together in 250 years. National Gallery, Trafalgar Square, (01-839 3321). Mon-Sat, 10am-6pm, Sun 2-6pm, to May 22.

leaves? The result is as luscious as a strawberry, and yet Goldsworthy is equally capable of producing a very austere work. In *Scour Glen*, not far from his home, he responded to an overnight frost by attaching shards of river ice to the shadow sides of a rock. As the day warmed, the work disintegrated. But Goldsworthy feels no dismay when

his art melts, collapses or finds itself swept away by the action of wind and water. Transience, in his sculpture, has no tragic connotations. "I work with decay," he says, "rather than seeing it as something negative. I'm optimistic by nature."

Goldsworthy's positive attitude stood him in good stead during his Yorkshire childhood. At school, he

was always regarded as "an academic failure. I was considered so dumb that they never even put me in for the 11-plus exam." The difficulties continued later, culminating in the moment when he was rejected by an art school in Leeds. "They advised me to do a PE course instead, and years later I was very amused to find those same teachers

introducing themselves as admirers of my work at Yorkshire Sculpture Park."

But rejection, he now thinks, was good for him. "My art is based on dealing with mistakes, the necessity of failure, and understanding what has gone wrong." His problems at school now seem ironic, in view of his ability to write with great cogency about his work and ideas in *Stone*. After the success of his last two books, 30,000 copies have been printed with specially translated editions in French and German. All the same, he seems the opposite of complacent. And *Hanging Stone*, the sculpture in his new show at Hue-Williams Fine Art, conveys an unexpected sense of fragility. "People will only be able to see it from the street," he says. "I'll be balancing a large rock on a point resting in a pile of stones. It's potentially very dangerous, and nobody will be allowed in."

● *Stone* is published by Viking (£35). The three London shows, from Thursday to May 22, are: "Herd of Animals" at 27 Old Bond St, W1; "Hanging Stone" at Hue-Williams Fine Art, 15 Cork St, W1; and *Scour Glen* at Grob Gallery, 4th floor, 20 Dering St, W1. For exhibition information, tel. 01-589 4991

JOHN RUSSELL TAYLOR

# All clear for a new glass house

Jim McCue reflects upon the wonders of the Victoria and Albert's glass gallery, which will open tomorrow

If you have ever wandered through a vast palace or museum and muttered "But think of the dusting", you will have some sympathy with the glass department of the Victoria and Albert Museum, which is just finishing what it claims is the largest ever washing-up marathon.

But cleaning the V&A's 7,000 or so pieces of glass twice over was as much reappraisal as chore, for they are to be freshly displayed in a purpose-built gallery at last worthy of one of the world's most wide-ranging collections.

Instead of the old tightly packed rows of dusty wooden cabinets looking like the cast-offs of a Victorian taxidermist, the new gallery boasts large, light and virtually airtight displays with integral lighting, and uses glass as a building material for a fine new mezzanine. Now the unique quality of glass, that fourth dimension of transparency, is shiningly clear, and the collection no longer looks like a dowdy division of ceramics.

Glass is the first of the museum's "materials and techniques" collections (as opposed to those devoted to art and design) to be redisplayed. It jumped the queue because of fears about "glass disease", which has afflicted a tenth of the pieces.

The sickness, which is incurable, causes glass to decompose and eventually collapse, and presents a challenge to conservators. The first symptom is usually the appearance on the surface of a greasy film. Then the glass begins to "craze", as a network of tiny fissures spreads through the outer layer. In the most severe cases, the crazing progresses



Curator Jennifer Opie cleans Danny Lane's balustrade

until the glass resembles sugar, before it finally disintegrates.

Susceptibility to crazing — which is being investigated for the V&A by scientists at Imperial College, London — depends upon the original chemical make-up of the glass (which varies widely) and upon the atmosphere it is exposed to.

The sickness has struck at glass of widely different ages and places of origin, and can even affect double-glazing if conditions in the cavity are inclement.

So controlling temperature and humidity within the new displays is crucial. As well as being state-of-the-art, the £30,000 cases are state-of-the-

science. Using filters on the south-facing windows, designer Penny Richards has been able to let in sunlight while excluding the insidious London grime and preventing huge swings of temperature. Conservators around the world will be watching to see whether these measures can stem the crazing epidemic.

Meanwhile, visitors to the new gallery will be able to trace 4,000 years of glass history, told in 13 episodes. These run from antiquity (when most of the important glassmaking techniques were already practised), through the Renaissance revival, to the popular utensils and ornaments of the Victorians (some of them remarkably attractive when cleaned and shown to advantage), and ending with the sparkling clarity and precision engineering of modern sculptural works. Within each "chapter", the main display will show varieties of glass from a particular country or period, while an exemplary masterwork will stand on a separate plinth.

The light, airy displays show most of the pieces to best effect; but stipple-etching, a shadowy, brilliant craft in which Britain leads the world, is rarely displayed in public galleries to best effect, and is a special case requiring a dark background.

The new mezzanine has a striking balustrade of 140 pillars of Pilkington float-glass, which have been hand-made by artist Danny Lane and

twisted to produce a gentle wave-shape appropriate to their submarine green. The mezzanine was conceived as extra space in which to display to specialists the bulk of the glass without overwhelming the casual visitor, but the result is much more than a storage area for the study collection.

Here, bottles, jugs, phials, goblets, tumblers, rummers, mugs, flutes, dishes, "Humper", jars and bowls jostle in orderly profusion. One case, for instance, contains several hundred 18th-century wine-glasses, showing subtle developments. No collection of this sort can aim to be fully representative, but the range is nonetheless impressive: from the highly decorated glassware exported by the Venetians to the European nobility in the 16th century, to the humble Pyrex dish of a million casseroles.

The new gallery will display twice as many objects as the old — with greater emphasis on modern studio-glass — yet by using modern technology it also offers more information about each piece. Instead of intrusive, old-fashioned labels, items are identified by discreet numbers. These are keys to information on computer terminals, which also give the public access to "The Story of Glass", with videos of decorative techniques, maps, explanations of technical terms and "a brief history of drinking". If future V&A refittings are as successful, they will be worth toasting.

● The Glass Gallery is open Tues-Sun, 10am-5.50pm, and Mon 12 noon-5.50pm at the Victoria and Albert Museum, Exhibition Rd SW7 (01-938 8300)

Canada's 'greatest living artist' has taken over Toronto

Michael Snow is very big in Toronto at the moment, writes John Russell Taylor. Not only in the galleries, but everywhere in the streets, with the Walking Woman image which was his hallmark in the Sixties endlessly replicated on banners to lead the eye, the mind and even the feet from one location of The Michael Snow Project to another.

The main parts of the Project are in two galleries, scattered around the recently and grandly enlarged Art Gallery of Ontario and occupying the whole of the Power Plant on the Harbourfront. But with Snow's enormous and controversial sculptures on the exterior of the SkyDome sports stadium, home of Toronto's fabled Blue Jays, and *Flightstop*, the flight of birds forever winging its way through the Eaton Centre shopping mall, as well as many other inescapable evidences of his presence in the city, the label applied (albeit tentatively) by a local art critic, "Canada's greatest living artist", seems after all not so far wide of the mark.

Snow cannot quite be called an overnight sensation, for he has been highly visible ever since 1955, when a newly elected mayor, obligingly shocked by some excellent but now fairly innocuous-looking nude drawings in Snow's first quasi-public show, demanded their removal on moral grounds. A little later Snow spent the obligatory few years in New York. Later still he planted shiny lifesize metal versions of his Walking Woman all over Expo 67 in Montreal, and around the same time became the darling of intellectual cinephiles in Europe when his 45-minute

## Snow fills the streets



Michael Snow's hallmark Walking Woman sculpture

film *Wavelength* won the main prize at the Knokke le Zoute festival of experimental cinema.

Play with perception is at the root of all Snow's work, from the earliest, Klee-like drawings on. What first interested Snow about the outline of the Walking Woman, which was his unique subject for several years, was the unpredictable mixtures it entailed of positive and negative, three dimensions and two. He began by making a template of the energetic figure, her hands and feet chopped off by an implied frame, for a particular purpose. But then, realising that the outline could be duplicated, he became ab-

sorbed in the possibilities for endless repetition, infinite variation.

So the woman appears painted in bright Pop Art colours, sculpted à la Boccioni from pieces of recycled wood, haunting the landscapes of the early films, cut out of sheet metal, sprayed on walls, stamped on paper. Strategically placed among the pedestrians of crowded New York streets, she becomes the subject of Snow's first photographic work — the first of very many.

Then, in the late Sixties, Snow gets tired of her. He goes into his most austere phase, making *Wavelength*, which appears to be (but is not) one continuous zoom across a New York loft while strange things happen in, or almost in, frame. "Around *Wavelength*" is the title of the second show at the AGO, which consists wholly of very cool, uncoloured metal pieces at once proposing and undermining various perceptual illusions. The phase lasts only a couple of years, and then colour, which can never be denied for long in Snow's work, comes flooding back.

Over at the Power Plant, "Embodied Vision" leads us from 1970 right up to date, in a show of sculptures, paintings, photographs, holograms, books, films, sound installations and music (Snow is also a distinguished jazz musician). It is difficult to imagine who could do better anything than this impish 54-year-old turns his formidable talents to, Canada's greatest living artist? In the midst of the Project, all argument on that score is rapidly silenced.

● The Michael Snow Project continues until June 5. InfoSnow line: (416) 979 6656



THEATRE: Jeremy Kingston reviews an anniversary revival, and visitors from St Petersburg

## And many happy returns too

The Boy Friend  
Players'The perfect heroine meets her match: Gemma Page as Polly and Oliver Hickey as Tony in *The Boy Friend*

Forty years ago a good-natured, song-packed, lovably-detailed pastiche of the 1920s opened in the West End, where it played for 2,084 performances, at that time a London run exceeded only by *Chu Chin Chow* and (inevitably) *The Mousetrap*. The show had begun its life the previous year at the Players' Theatre, with a three-week run in mind, and has now sprung up there again, where it continues until May before setting off on a three-month tour.

Last time round, West End management was reluctant to transfer it to one of their theatres. I hope they will not be so slow next August, because this show is as bewitching as it must have been all those years ago: witty, charming, tuneful, absurd, affectionate and a tip-top snapping night out. Once again, Madame Dubonnet's Finishing School at the Villa Caprice, Nice, responds to the tinkling laughter and piercing giggles of her "Perfect Young Ladies". Demeanure Polly Browne longs for a beau to escort her to the Carnival Ball; just in the nick of time a messenger-boy arrives with her pierrette's costume and their eyes meet. It is love. It is the boy friend.

We've got to have.  
"Cos it's so dreary not to have.  
That certain thing called  
The boy friend.

Sandy Wilson's lyrics have instant memorability: a quality virtually absent from contemporary musicals, and probably despised by the lyricists. Likewise his melodies. *Melodies?* You must think there is more than one tune you can sing on the way home and for days.

When the Soviets ruled Russia the actors in the state-owned theatres knew financial security and the likelihood of a job for life. Today, as throughout Eastern Europe, theatres are struggling to survive, and their need for cash is so imperative that a foreign tour can be a lifeline. Lev Dodin's *Malye Theatre* from St Petersburg, one of the few great ensemble companies in the world, will be in Britain for six weeks — after London it moves to Manchester, Glasgow, Newcastle and Nottingham — by which time it will have been away from home for five months.

The *Malye* gives us two more performances of *The Cherry Orchard* (Citizens, Glasgow, April 29 and 30), but citizens elsewhere need not despair, for on earlier tours the *Malye* has proved the worth of two of the productions it is bringing again: *Stars in the Morning Sky* and *Brothers and Sisters*. Nevertheless, Glasgow will be able to see what Hammersmith has

## The benefits of a perfect partnership

The Cherry Orchard  
Lyric, Hammersmith

already discovered: how comical, how farcical at one moment, a production of Chekhov can be. Of course Dodin shows us more than this, much more. For one thing he gives us a young Ranevskaya (Tatiana Shestakova), skipping like a teenager, kissing bookcase and mirror with the spirited gaiety she also gives to her relatives. Yet there is a dreaminess about this Ranevskaya. Her eyes are wide open but when she is not seeing her dead mother walking through the orchard (which Dodin, by some arrangement of mirrors, also allows us to see) then her eyes are on Paris and her

worthless lover.

We can guess his unworthiness from the behaviour of

Yasha, the Frenchified peasant she indulges and who, in this production, is always in view, eavesdropping, peering at what his social superiors are up to. Eduard Kochergin's ravishing set makes kissing and spying easy. A dozen or more tall, narrow windows, isolated like pier-glasses, are drawn up in ranks at the rear of the stage. They turn out to be triangular vitrines, each containing a branch of white cherry, and they serve to mark the corridors of the house and the alleys crisscrossing

the action is continuous — all four acts contained in two and a quarter hours — and the satisfying ease and rightness of the links drives thoughts of an interval quite out of mind. For the ballroom act a chandelier is lowered, and when the act is over (and the orchard sold) the chandelier continues its descent, right down into the ornamental pool where its candles are extinguished and the lighting fades for the sorrowful departures of the closing act.

But the marvel of the company is the ensemble playing, the perfected poise, balance and interplay. Many of the actors were once Dodin's students, though presumably their number does not include the memorably elderly Evgeni Lebedev, one of the country's national treasures, who plays Firs and, by blowing out his guttering candle, brings the play to its end. No axes are heard falling the trees. There is a sense that the enfeebled past will give place to no better future.

The slow movement, distinguished in particular by the horn playing, was inspired in its lyricism. The last minor chord was horrifying, well-timed and brutally effective. But what had we done to deserve it? Perhaps it was retribution for being distracted from Christian Blackshaw's well-performed performance of Mozart's Piano Concerto in C, K467, by the feeling that it was irrelevant to the main purpose of the evening.

GERALD LARNER

CONCERT: A Russian struggles with Mahler  
Ecstasy unwarrantedBBCPO/Sinaiaky  
Free Trade Hall  
Manchester

symphony by Mahler. Certainly, he conducted the Sixth Symphony much as the score presents it, and there was no heroic effort the orchestra would not make to comply with his demands. But he seems to have given little thought to what the work is about, to be symbolised by it, to what melodic and harmonic features, and to what mortal fears inspired it.

One advantage of the innocent approach is that when the catastrophe occurs in the last few bars it comes as a very nasty shock. The whole point of

the symphony on the other hand is its spirited defiance, in one way or another, of the disaster which is known to be in wait from the beginning and which will inevitably prevail in the end. If there is no conflict, if the greater part of the performance is an exhilarating orchestral work-out, there is no point.

Even the dreaded hammer blows in the last movement, sounding here like an auctioneer knocking down a bargain (in spite of the impressive proportions of the instrument wielded by the

percussionist), were meaningless. The first movement was so little understood that the paradisiacal second movement had no function. There were some impressive moments. It is true. The visions of serenity in the high mountains, with the cowbells and the celesta harmonies and the whispered violin tremolos perfectly integrated, were as beautiful as they rarely are.

The slow movement, distinguished in particular by the horn playing, was inspired in its lyricism. The last minor chord was horrifying, well-timed and brutally effective. But what had we done to deserve it? Perhaps it was retribution for being distracted from Christian Blackshaw's well-performed performance of Mozart's Piano Concerto in C, K467, by the feeling that it was irrelevant to the main purpose of the evening.

## LONDON

**CARAMEL** Opening night for a revival of Nureyev's highly naturalistic 1981 production. Elina Zambelli sings the 18th role for the first six performances. Richard Mason is Don José. Plácido Domingo and Danyel Gabor return to the roles for the last four performances in May. Jacques Deschamps conducts. Royal Opera House, Covent Garden WC2 090 1086/1011. Tonight and Sat. 7pm. £5.

**HAMLETT** The arctic hit Young Vic tries to recover lost ground — though the question mark is obvious. Julia Barfield directs Rory Edwards as the Prince. Natasha Pope plays Gertrude and Ophelia. Young Vic, The Old Vic, 7.30pm. £5. Openings tonight, 7.30pm.

**EVELYN GREENE** The remarkable personality who survives every bit of the high acclaim she has received, gives a rousing talk this evening with Philip Smith. Her programme includes a world premiere from Robert Goodman, specially commissioned by Greene, plus voices from Wilko Grobler, Minnie Miki, John Paschalis and Rolf Walfin. Barrow, 5th Street EC2 071-638 8881. Tonight, 7.30pm. £5.

**MARIS JANSSENS** The principal conductor of the St Petersburg Orchestra joins artist Heinrich Schiff and The London Philharmonic for a performance of Schumann's (Klein) Symphonies Nos 4 and 5, and Strauss's Don Quixote.

**ANAKOR OF FIRE** Return of Stephen Dinsdale's hilarious but also touching account of a tramp's life. James Holmes plays the dedicated hero. Deceitfully a cut. Arts, Great Newport St, WC2 071-638 2122. Tue-Sat. 8pm. mat Sat. 5pm. Booking until April 30.

**BUTTERFLY KISS** New one from Profits. Music, alcohol, butterflies and a heart. Seville, 7.30pm. £5. Openings tonight, 7.30pm.

**THE CASE OF REBELLIOUS SUSAN** Excellent revival of Henry Arthur Jones's daring comedy of 1894 in which a wife is prepared to commit adultery because her husband does. Orange Tree, Clarendon St, Richmond (01-840 8888). Tonight-Sat. 7.45pm. mat Sat. 4pm. Final week, 7pm.

**CRUSADE** New work by Paul Brett, author of the jazz play *A Night in Tunisia*. A tour bus breaks down on the Chiswick Road and the resulting conflicts echo the past. Theatre Royal, Gaiety Square, Bedford St, WC1 071-638 8881. Mon-Sat. 7.30pm. mat Sat. 5pm. mat Sun. 2pm.

**DEAD FUNNY** Tarry Johnson's complex web of connections between sexually abused comics and their audience. With Zoe Wren and David Haig, a transfer after its sell-out season at the Hampstead. Gaiety Square, Bedford St, WC1 071-638 8881. Mon-Sat. 7.45pm. mat Wed and Sat. 5pm.

**HOT SHOE SHUFFLE** An Australian musical about seven top dancing brothers and their landlocked sister. Exuberantly done and very slick, with lots of Big Band music. Queens, Shaftesbury Avenue, W1 071-494 5940. Mon-Sat. 8pm. mat Wed and Sat. 5pm.

## NEW RELEASES

**FEARLESS (15)** Strange, powerful tale of a crash survivor, with fearless Jeff Bridges and great-children. Peter Jackson. Director, Peter Jackson. Gaiety (01-727 4743). MCA: Tottenham Court Road (01-436 6148). Screen/Video (01-727 4743). 2772 UCL Whistlers (01-727 4743). 3332 Warner (01-436 6148).

**STALINGRAD (15)** German troops demoralized during the infamous battle of World War Two. Worried drama with strong spots. Director, Josef Vilsa. MCA: Shaftesbury Avenue (01-436 6148).

**STRIKING DISTANCE (15)** Lushman vehicle for David Hume, an excellent new pastiche of Pittsburgh's rivers. Rowdy Henning drama. Director, Henning. Gaiety (01-727 4743). MCA: Tottenham Court Road (01-436 6148). Screen/Video (01-727 4743). 2772 UCL Whistlers (01-727 4743). 3332 Warner (01-436 6148).

**THAT NIGHT (12)** Pimply travels of Long Island youngsters. Juliette Lewis's best starring role, directed in 1992 by Craig Bolotin. MCA: Tottenham Court Road (01-436 6148). Screen/Video (01-727 4743). 2772 UCL Whistlers (01-727 4743). 3332 Warner (01-436 6148).

**WHITE ANGEL (15)** Awarded last festival from Chris Jones about serial killers in London suburbs. MCA: Tottenham Court Road (01-436 6148). Screen/Video (01-727 4743). 2772 UCL Whistlers (01-727 4743). 3332 Warner (01-436 6148).

**WIDOWS' PEAK (15)** Felt, unwanted second marriage set in Ireland, with Sean Connery, Joan Plowright and Natascha Richardson. Director, John Huston. MCA: Shaftesbury Avenue (01-436 6148).

**BACKBEAT (15)** Bouncy, loopy, low-budget comedy. Director, Ian Harte. MCA: Tottenham Court Road (01-436 6148). Screen/Video (01-727 4743). 2772 UCL Whistlers (01-727 4743). 3332 Warner (01-436 6148).

**THE MERCHANT OF VENICE** David Cadogan faces Penny Dwyer over the scales in David Thacker's praised production. Director, David Thacker. MCA: Shaftesbury Avenue (01-436 6148).

**THE HOUSE OF THE SPIRITS (15)** Hollywood soap opera from Isabelle Adjani's spin novel about a Latin American family's power and passion. With Jeremy Irons, Glenn Close, Meryl Streep. Director, David Yates. MCA: Shaftesbury Avenue (01-436 6148).

**THE MUSIC OF CHANCE (15)** Inspiringly unsatisfactory film from Paul Auster's novel about chance and destiny. Director, James Schamus. MCA: Shaftesbury Avenue (01-436 6148).

**THE SCENT OF GREEN PAPAYA (15)** Visually exquisite portrait of a Saigon peasant girl, made in France. Impassioned debut by director Tran Anh Hung. Director, Tran Anh Hung. MCA: Shaftesbury Avenue (01-436 6148).

**SHADOWLANDS (15)** Skilful rendition of William Nicholson's play about a US soldier's emotional awakening. With Anthony Hopkins and Debra Winger. Director, Alan Bennett. MCA: Shaftesbury Avenue (01-436 6148).

**SHORT CUTS (15)** Robert Altman's dazzling collage of fractured lives. Director, Robert Altman. MCA: Shaftesbury Avenue (01-436 6148).

**THE DANCING LADY (15)** French cabaret singer loses her body and soul with a Cuban pianist. Told as a love story from director Alain Tanner. With Meryl Streep. Director, Alain Tanner. MCA: Shaftesbury Avenue (01-436 6148).

## TODAY'S EVENTS

A daily guide to arts and entertainment compiled by Kira Anderson

## ELSEWHERE

**BIRMINGHAM** Opening night for Philip Pownall's production of *Wild at Heart*. Directed by Philip Pownall. With Francesca Annis, Amanda West and Rupert Farrow as the stars of a nine-city tour en route to London. Repertory, Centenary Square (01-253 0555). Tonight, 7.30pm. Mon-Sat. 7.30pm; mat Thurs, 2.30pm; mat Sat. 2.30pm. Until May 14.

**HULL** Scottish Ballet celebrates its 50th birthday with *Swan Lake*. Directed by Philip Pownall. With Francesca Annis, Amanda West and Rupert Farrow as the stars of a nine-city tour en route to London. Repertory, Centenary Square (01-253 0555). Tonight, 7.30pm. Mon-Sat. 7.30pm; mat Thurs, 2.30pm; mat Sat. 2.30pm. Until May 14.

**BRISTOL** Welsh National Opera does its much-acclaimed spring tour the week with Christopher Alden's production of Puccini's unfinished masterpiece, *Turandot*, tonight and Fri. Tomorrow, tonight and Fri.

## THEATRE GUIDE

Jeremy Kingston's assessment of theatre showing in London

House full, return only

Some seats available

Seats at all prices

**LES PARENTS TERRIBLES** Sean Mathias directs a splendid cast for Coccia's drama of sibling rivalry. With Shelia Glen, Frances de la Tour and Alan Howard play the older generation. Lyric, Strand WC2 071-638 8881. Mon-Sat. 7.30pm; mat Thurs and Sat. 2pm.

**THE MERCHANT OF VENICE** David Cadogan faces Penny Dwyer over the scales in David Thacker's praised production. Director, David Thacker. MCA: Shaftesbury Avenue (01-436 6148).

**A MONTH IN THE COUNTRY** Helen Mirren and John Hurt head a great cast for Turgenev's classic of love, jealousy and self-deception. Director, John Hurt. MCA: Shaftesbury Avenue (01-436 6148).

**ROPE** Keith Badger's look at Patrick Hamilton's classic thriller: two young men led to know how clever they are. Too much pretty madonnas. Wyndham's, Charing Cross Road, London WC2 071-638 8881. Mon-Sat. 7.30pm; mat Thurs and Sat. 2pm.

**SEPTEMBER TIDE** Debra Winger's drama of inappropriate passion stars Susanah York as the

## CINEMA GUIDE

Geoff Brown's assessment of films in London and (where indicated with the symbol \*) on release across the country

**WIDOWS' PEAK (15)** Felt, unwanted second marriage set in Ireland, with Sean Connery, Joan Plowright and Natascha Richardson. Director, John Huston. MCA: Shaftesbury Avenue (01-436 6148).

**BACKBEAT (15)** Bouncy, loopy, low-budget comedy. Director, Ian Harte. MCA: Tottenham Court Road (01-436 6148). Screen/Video (01-727 4743). 2772 UCL Whistlers (01-727 4743). 3332 Warner (01-436 6148).

**THE MERCHANT OF VENICE** David Cadogan faces Penny Dwyer over the scales in David Thacker's praised production. Director, David Thacker. MCA: Shaftesbury Avenue (01-436 6148).

**THE HOUSE OF THE SPIRITS (15)** Hollywood soap opera from Isabelle Adjani's spin novel about a Latin American family's power and passion. With Jeremy Irons, Glenn Close, Meryl Streep. Director, David Yates. MCA: Shaftesbury Avenue (01-436 6148).

**THE MUSIC OF CHANCE (15)** Inspiringly unsatisfactory film from Paul Auster's novel about chance and destiny. Director, James Schamus. MCA: Shaftesbury Avenue (01-436 6148).

**THE SCENT OF GREEN PAPAYA (15)** Visually exquisite portrait of a Saigon peasant girl, made in France. Impassioned debut by director Tran Anh Hung. Director, Tran Anh Hung. MCA: Shaftesbury Avenue (01-436 6148).

**SHADOWLANDS (15)** Skilful rendition of William Nicholson's play about a US soldier's emotional awakening. With Anthony Hopkins and Debra Winger. Director, Alan Bennett. MCA: Shaftesbury Avenue (01-436 6148).

**SHORT CUTS (15)** Robert Altman's dazzling collage of fractured lives. Director, Robert Altman. MCA: Shaftesbury Avenue (01-436 6148).

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DANCE: The contemporary scene says goodbye to a guiding spirit; plus reviews of varied work by today's rising stars

# If it makes a sound, you can move to it

You can imagine the jubilation on Sunday night when dancers of London Contemporary Dance Theatre who had just performed the first item on the gala programme at Sadler's Wells were joined onstage by two of their colleagues, hotfoot from the London Palladium with the Olivier Award given to the company for outstanding achievement in dance.

What more fitting occasion could there be for their well-deserved win than an evening arranged as a tribute to the late Robin Howard, founder, chief benefactor and guiding spirit of the whole LCDT organisation? The proceeds went to the foundation that bears his name, to continue his practice of encouraging and helping artists create work that shows humanity and innovation.

So the programme needed to find a balance between commemoration and creation; all the more so with the LCDT company having only three months left before it is dissolved to make room for different ventures. Richard Alston is the man charged with overseeing the change and, as director of the tribute programme, he gave a taste of what he has lined up for the future: part of a new work he is making for this year's Aldeburgh Festival.

This was *Prelude* — to half of Britten's *Prelude and Fugue Op 29* — a very dancy piece for four couples, surprisingly balletic in tone, and beautifully done by members of the present company. These also

## Robin Howard Gala Sadler's Wells

provided the cast for a revival of Robert Cohan's *Cell*, one of the works created in their very first season at the Place, 25 years ago.

This was always a work that put the accent on the second word in the description "dance theatre", and obviously it no longer carries the shock effect it had before others imitated it. However, it still packs a dramatic punch, not least in the way Cohan deploys the dancers within Norberto Chiesa's unusual setting, not only hemmed in by walls at back and sides, but sloping simultaneously in two directions at different angles. Isabel Tarnen and Darshan Singh Bhuller led the strong cast.

A contrasting Robin revival, the Vivaldi *Stabat Mater*, reverent and hushed, was a one-off production danced by nine former members of the company. No need to make allowances, even though some had not danced for years and one, Linda Gibbs, dates right back to the company's beginnings. So does Celeste Dandeker, dancing on Sunday in the wheelchair she has used since her career was cut short by an accident. She now has her own company, as does Sheron Wray, Sunday's performer of Jane Dudley's marvellous solo *Harmonica Breakdown*.

JOHN PERCIVAL

Darshan Singh Bhuller (far right) and members of London Contemporary Dance Theatre dance Robert Cohan's *Cell*, part of the LCDT's tribute to the late Robin Howard

## Too cool to be hot

FOUNDED almost two years ago by Sheron Wray, of London Contemporary Dance Theatre, this company has the admirable purpose of lifting the barriers that restrict jazz dancing to the stereotypes of the commercial theatre, and letting it become as freely expressive as the jazz music that inspires it, John Percival writes.

But, judging by Saturday's performance at The Place as part of the Spring Loaded season, it has not yet hit its mark.

Out of four choreographers represented, the most successful so far has been Lorraine LeBlanc. Admittedly, she kept to traditional forms, but she gave them great vivacity, for instance in a fast-stepping trio for Wray, Melanie Joseph and herself to music by the Dirty Dozen.

Her own tap solo *Foot n' Vibes* was played so cheekily (to music provided by Black Sheep) that it was a shame the spontaneity was only an illusion because it was done to recorded music.

That was the advantage of the programme's second half, *It's Miles to Coltrane*, performed with Gary Crosby's band Nu Troop live on stage. The moment Byron Wallen led off with a slinky trumpet solo,

## JazXchange The Place

joined by Trevor Watkin's nostalgically tinkling piano and Crosby on double bass, the evening took a jump musically to a different dimension. Denys Baptiste (saxophone) and drummer Winston Clifford were the other players: my only complaint was that they thought microphones necessary in this not overlarge studio, so that sound was deflected through speakers at the side.

While the band passed from sweet beginnings to playing up a storm, eight dancers spent a lot of energy trying to keep up. But in spite (or because) of using three choreographers — Michele Scott, Bonnie Oddie and Wray — the movement was only a mélange of entries, some interesting, some less so, and none particularly original or very convincingly applicable specifically to this music.

What JazXchange needs, I suspect, is to avoid at all costs the vague "artiness" that marked *Rite of Passage*, one of the items in the first half, and perhaps aim for more of the characterisation shown in a duet for Suzette Rocca and Dwight Powell to a Branford Marsalis number.

Welcome, anyway. JazXchange, and rather better luck next time.

GOSH, what a lot of contemporary dance groups there are in Britain. They appear, they disappear, they resurrect. Most of them, at some point, show themselves at one of the Place's annual festivals. So it was that in the theatre's current Spring Loaded season, two female groups flexed their muscles against the rest of the sizable competition.

Actually, Newcastle's Tantes Femmes did include men among the performers, which was slightly unsettling until you realised that the troupe's name derived from its exclusively female team of choreographers.

Tantes Femmes was initiated by Newcastle's Dance City, one of the Arts Council's regional dance agencies, which invited five women each

THE motive for the title of Jonathan Burrows's *Our*, which began his tour in Leicester, Nadine Meisner writes, is no more evident than that for *Very*, his previous piece. But the quotation from Baudelaire published in the programme perhaps indicates the thinking behind the choreography: "To express at once the attitude and gesture of living beings, whether solemn or grotesque, and their luminous presence in space."

With *Our*, Burrows brings his focus back to dance again, freeing it of extraneous business. He presents the human form, in action or stillness, spotlighted for our contemplation. Edwin Lung launches *Fiorella Power* forward and then watches as, very slowly, she imprints in the surround-

## The warp and Woof

### Tantes Femmes/ Velvet The Place

to create a short piece. Inevitably the resulting programme was patchy. The eccentric gestures and graphic postures of Simone Clifford's *Chambers Chasing*, for example, had an interesting vividness that displayed the dancers like flat characters in a strip cartoon, but perplexingly suggested only occasional relevance to Steve Reich's accompanying score, *Different Trains*.

Ellen van Schuylenburgh's *Newcastle* was a beautiful assemblage of rectilinear shapes and patterns, demanding dancy and needing stronger performers to do it

justice. Emily Woof's *Anna Susanna* gave us Woof, the comedienne, delivering an amusingly goofy monologue. She was joined by a trio of dancers, whose presence seemed rather superfluous, but who suggested that there remains much for Woof to explore in the rapport between speech and dance.

The previous night the four members of Velvet had prom-

ised a "provocative presentation of women's strength, warmth, sexuality, wit, intelligence, wisdom". They had also entered soaking wet, in obedience to the first part of the name of their work, *Codpiece*. Various performers, posing as pop singers, drew absurd and pretentious prose poems that dragged in contrived associations of water, tears, fishermen, and — their word, not mine — codswallop. It just did not hold water: it looked like rambling sequences of dance, music and speech, given a dubious air of significance by loosely related images.

The four drenched figures who opened the piece seemed a monstrous regiment painting, stamping and shuddering and alarmingly lashing their arms against their bodies.

Several sections and costume changes later, we were deep into more brutalist movement with abrupt swerves, rolls and crashes. It comes as no surprise that the choreographer, Joanne Leighton, has worked with the Belgian dance-maker Wim Vandekeybus: she has learnt her approach and body language from him. But where Vandekeybus's ramblings can come up with moments of surprise and excitement, Leighton's seemed merely hollow and interminable.

NADINE MEISNER

## In the church of the body

### Burrows Group Phoenix Arts Centre, Leicester

ing air her raised, balletically rounded arms. Lynne Bristow and Henry Montes enact a stylised combat, one hitting out, the other recoiling, except that at first they do it without touching. Later they make contact, she seemingly breaking his arm over her leg, he throttling her, then both wrapping round each other.

Burrows takes his material from all over and invites us to see it for what it is: simply movement "solemn or grotesque". Divorced from a recognisable context, it seems simultaneously distanced and clarified, as

though captured on film. It does not mean anything, so that when, for instance, Bristow stands on Montes's shoulders the Siren in Balanchine's *Prodigal Son*, we are not expected to make that association. He asks us to sit up and take notice of bodies, their essence and shapes, "their luminous presence in space", and find our own resonances.

They are supremely luminous presences, his dancers, two men and four women. They etch arcs and lines and squiggles in dancing that manages to

be searingly legible and yet unstrained. The way a dynamic impulse suddenly swerves directions in the body creates a sinuous, slippery texture and intricacy of detail. It is an idiom that harks back to a softer age.

The neutral-coloured costumes avoid distraction, just as Matteo Fargion's tape of gentle intermittent sounds and music unobtrusively breaks up the silence.

The most striking contribution to the choreography is Tina MacHugh's lighting. It dramatically heightens outline and volume, moulding the contour of an arm, adding glow to skin. As the stage dims for the end, the dancers are brief black silhouettes against a blood-orange wall before everything melts into darkness.

## BLUES

## Still a hero

Kevin Coyne  
The Pit, Farnham

KEVIN Coyne, musician, writer and artist, considers us carefully. We smile politely. "This must be one of the smallest places I've ever played in my life," he says. Two seconds later we are in the throes of "Blame It On The Night", a quintessential Coyne creation bristling with guitar energy and the kind of lyrics only he could get away with: "Fetch me something that is real/a big teddy bear that I can feel," he thunders.

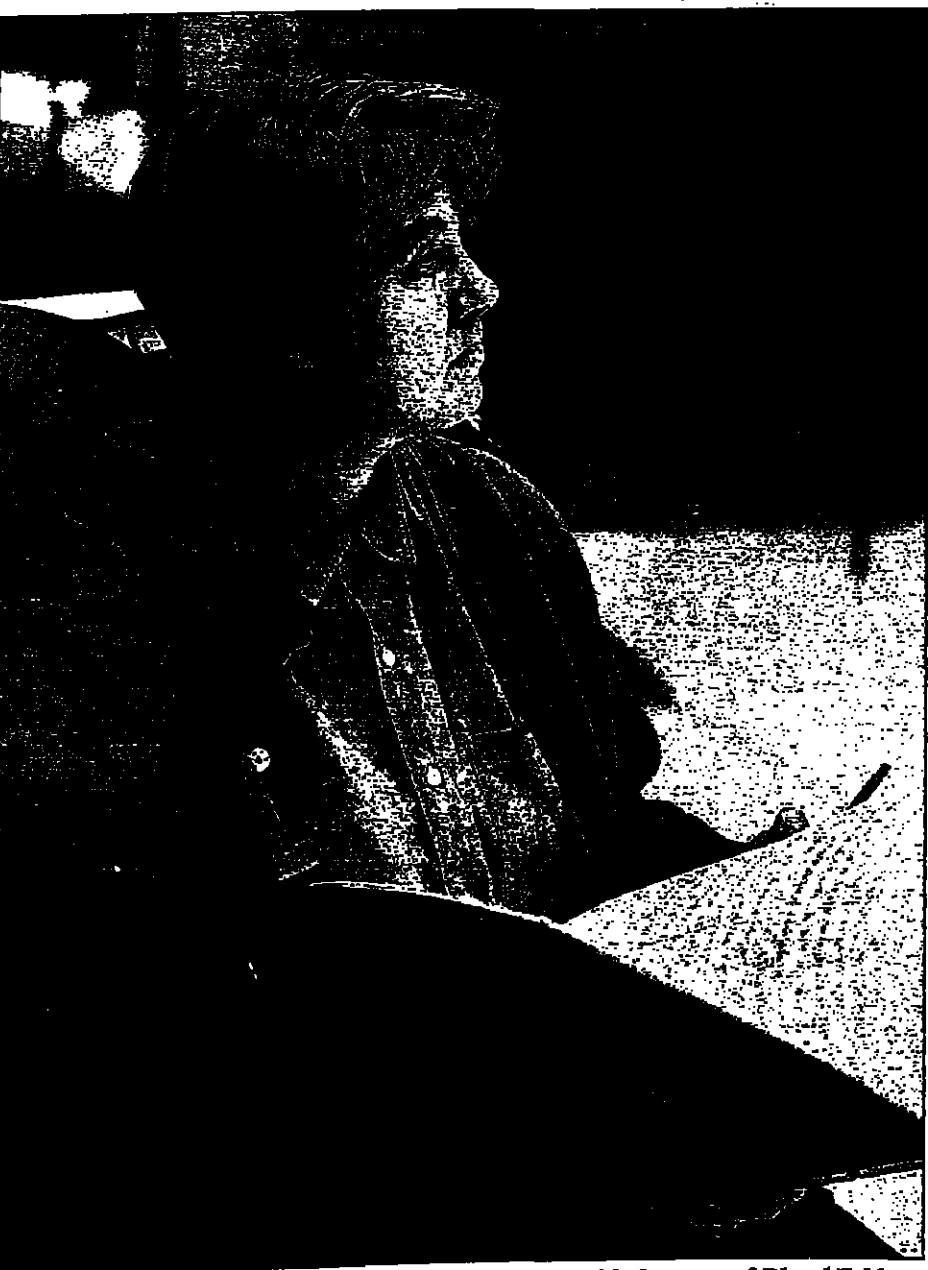
At 50, Coyne is a cult figure who long ago rejected the big time. Even so, the fact that this enduring star, who has redefined British blues, should be performing in a tiny building in the middle of a Surrey field is a mystery. Sting, John Lydon and Andy Kershaw have all fallen, and fans never tire of telling how he was approached to become lead singer of the Doors after Jim Morrison's death.

These days Coyne lives in Germany. His sidekick for this British tour is Friedl Pohrer, whose accomplished guitar-plucking perfectly complements Coyne's unorthodox but effective thumping of chords. Coyne enjoys teasing Pohrer, interrupting him with: "Who told you to play? Kevin's talking."

Coyne is certainly hard to ignore. What makes his songs so much more than just surreal or quirky is the emotion behind them. The singer used to work with psychiatric patients and reached rock bottom himself in the mid-1980s when he wrestled with alcoholism. His songs still have an edge of desperation: phrases are repeated uncomfortably; love songs veer between cynicism and vulnerability.

Still, much of the evening has us in hysterics. A version of Johnny Kidd's "Shaking All Over" is full of rock pomposity and misplaced sexuality. "Fish Brain" has us eating out of his hand and his raging version of "The Twist" is an instant success. Who could fail to be won over by the sight of this grizzled colossus swaying on his footstool, twisting perversely and nearly eating the microphone in his excitement?

STEPHANIE OSBORNE

Judith Weir at an English National Opera rehearsal, with the score of *Blond Eckbert*

## Nightmare at the opera

### Hilary Finch explores the sinister fairytale background to Judith Weir's new opera, *Blond Eckbert*

Dr Johnson may have curled his lip in pronouncing opera an "exotic and irrational entertainment", but for composer Judith Weir it can never be irrational enough. Weir glories in writing opera as the theatre-machine: her mould-breaking *A Night at the Chinese Opera* (1987) works like a series of Chinese magic boxes within boxes, tales within tales.

Her early children's opera, *Die schwarze Spinne*, and the more recent dance/musical-theatre piece *Heaven ablaze in his Breast* both drew their energy from the tension between the extreme simplicity and infinite levels of meaning within the archetypal German fairytale. Blur the margins between illusion and reality, sanity and madness, and Weir is never happier as a composer.

So imagine her delight when she came across a story by Ludwig Tieck in which fairytale itself is turned upside down and inside out: where everywhere is nowhere, and everyone is someone else. And imagine English National Opera's glee when they realised that three of her characters were one and the same person and that, of all their new commissions, Weir's opera required minimal manpower and resources.

*Blond Eckbert* (which opens tomorrow) is a typically Romantic story of two journeys over the mountains and into the forest, undertaken by a man and a woman who are husband and wife, sister and

brother, perhaps even the same person. There is a Wise Old Woman, a dog, a singing bird. The journey of self-discovery does not, though, end happily ever after. Eckbert, realising at last his relationship to Bertha, collapses in a crumpled heap and dies alone.

"The incest motif, discovered at the end of the tale, but hinted at from the very beginning, is in a way incidental," says Dr Hanne Castein, reader in German at Goldsmiths' College and an expert on Romantic literature.

"Eckbert's horror, his mental disintegration, may not be a simple recognition of his marriage to his sister but, more important, an awareness of his total aloneness."

Eckbert cries out: "God of heaven! In what frightful solitude have I passed my life." As another shrewd Tieck commentator, Glyn Tegai Hughes, has put it: "Does his mind perhaps collapse because of the confusion of boundaries, the uncertain identity of objects, the doubtful validity of experience?"

Castein sees Tieck's identification of the pain of self-awareness as something totally new in German literature at the end of the 18th century. "At the end of the Enlightenment, the Age of Reason, the irrational was forbidden territory," she says. "As the power of aristocracy and the church diminished, old certainties no longer held."

The educated individual experienced this dismantling as a deeply disturbing unsettling of values."

Put another way, the new birth of scientific materialism had divorced man from his integrated and instinctive knowledge of the spirit world. This left him totally alone. Out of that the acutely self-aware Romantic imagination was to be born.

Castein believes that, just as the fairytale provided an effortless transition between ordinary and magic reality, so a literary fairytale, like *Blond Eckbert*, expresses the upheaval of the turning century. "At a time like this, the problems of the artist are even greater," she says. "In this kind of society, the creative individual

is an outsider. His existence is questionable even to himself. This sense of not fitting into the pattern — perhaps not even seeing the pattern — is what is so modern about it."

Castein is much preoccupied with the continuing contemporary use of the literary fairytale in the work of former East German writers such as Christa Wolf and Ingrid Mergel, for instance, who used its resonances to disguise discussion of contemporary issues.

"And even now, there is a final recognition, as our century turns, that a simple view of reality just does not work," Castein says. "There is a hunger for meaning, no longer even in the affirmations of alternative religions, but in the acknowledgment of uncertainty itself."

And there is, of course, no better art than music, with its infinite suggestiveness, to express this uncertainty. As it has always done, Weir's music will doubtless add still further levels of recession to the haunting story of *Blond Eckbert*, as it shows that it is the world of magic which finally remains intact, the world of imagination which survives. As Castein says: "We now feel happier, after all, with having the riddle stated, than with any answer."

● *Blond Eckbert* opens at the Coliseum, St Martin's Lane, WC2 (071-336 3161) on Wednesday at 7.30pm, with further performances on April 26, 29, May 4, 12, 14 and 18. It will be broadcast on Radio 3 on May 12 and shown on Channel 4 on May 26.

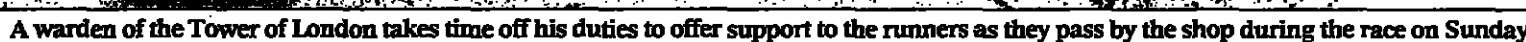
### Fairytale imagery can disguise the discussion of contemporary events







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# Saddened Norman breaks his silence

By JOHN GOODBODY

ANDY Norman, who has been dismissed as promotions director of the British Athletic Federation (BAF), yesterday denied that he had sexually harassed Cliff Temple, the *Sunday Times* journalist and coach, of sexual impropriety towards female athletes.

In his first public statement since Temple's apparent suicide, Norman said the allegations against himself were "entirely unfounded" and insisted that there was no campaign of any kind against the reporter, who was found dead on a railway line near Folkestone on January 8.

Norman, for many years the most influential man in British athletics, has been the target for criticism since the death of Temple, who wrote in one "suicide" note about the

man's fiancée, Norman had admitted that if the article was published then an allegation might be spread that Temple had sexually harassed Shireen Bailey whom he had coached. She has said there was no truth in these allegations.

Norman said that "various elements in a complicated story have been taken completely out of context." Specifically, he said that, during 1987-88, he was asked by other athletes "to assist in solving a problem, which had arisen between Temple and Bailey. Norman said: "They believed Temple was trying to exercise more control over her private life than was appropriate. There was never any suggestion by anyone at this time of any sexual impropriety on the part of Temple towards Bailey or any other athlete."

In a statement Norman said that, during a subsequent conversation between Temple and himself, he mentioned that in the United States Temple's conduct might be viewed as "sexual harassment".

Norman also referred to the telephone conversation on July 23, 1993 made while the journalist was researching his article into Chafford Hundred AC. This conversation was partly taped by Temple and a copy is with *The Sunday Times*.

In a conversation Norman described as "long and chat-ty", he said that he "made a reference to the Shireen Bailey incident of 1987-88". Norman did accept that after the article appeared on August 1, he "questioned" Temple about it by Peter Matthews, the ITV commentator. Norman said he regretted this reaction, something he made clear at the BAF inquiry.



Norman: denial

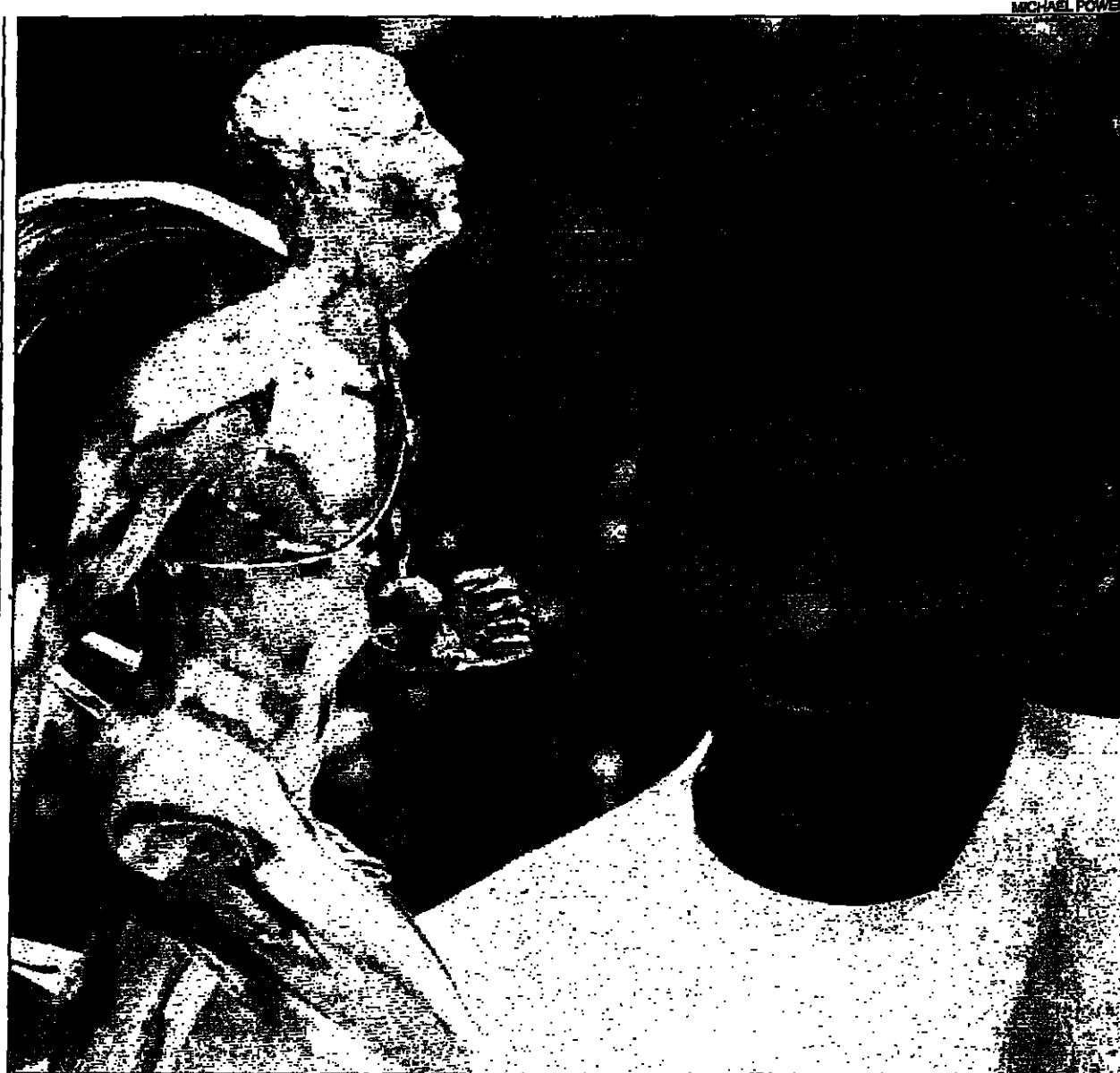
rumours of his sexual impropriety and denied them. The inquiry into Temple's death in Folkestone on Thursday.

In a five-page statement, Norman expressed his "deep personal sorrow" at Temple's death. "He was a long-standing friend, whom I also held in the highest regard as an athletics journalist."

Norman said he had been unable to respond to the allegations against him until the internal inquiry of the British Athletic Federation (BAF) was completed two weeks ago. The inquiry led to the BAF dismissing Norman.

When Temple was researching an article into the activities of Chafford Hundred, the athletic club run by Fatima Whitbread, the 1987 world javelin champion and Nor-

man's fiancée, Norman had admitted that if the article was published then an allegation might be spread that Temple had sexually harassed Shireen Bailey whom he had coached. She has said there was no truth in these allegations.



Ceron, winner of the London Marathon, poses with the trophy while contemplating his future.

## Ceron offers conditional return

CHRIS Brasher, founder of the London Marathon, brought up the Englishman's favourite subject yesterday: the weather. Next to him, Dionicio Ceron gave an airing to the Mexican marathon runner's favourite theme: money. Both spoke of "conditions" in the context of the marathon but used the word in different ways.

"If the conditions for the sponsor are good I think I will come back to defend my title," Ceron, the first Mexican to win in London, said, meaning he wants more of Nutra-Sweet's appearance money.

As Ceron spoke, Brasher was still praising the champion's performance in adverse conditions. "It was the coldest day we have had for the marathon," Brasher said. Yet Ceron, with capricious winds to combat also, recorded 2hr 36min 53sec, the Brian Lara of the marathon. On a better wicket he would have set a world best time.

The course denied him, not just the weather. London, he said, was more hilly than the Rotterdam Marathon, where four of the nine fastest times



David Powell reflects on the changes, good and bad, for the next London Marathon

have been set. London identifies 29 "serious corners" which slow the runner. On the same day as London, in similar weather, Vincent Rousseau, of Belgium, ran 2hr 7min 51sec in Rotterdam.

It is doubtful that Ceron will be too concerned that London's proposed early date next year brings the probability of another cold day. As long as his pay goes up, never mind if the temperature does not. April 2 would be the earliest date since the inaugural year.

The best years for weather on marathon day, 1985, 1986 and 1991, were on the corresponding weekend as this year's race. Next year, however, it is Easter weekend and an early date has been chosen to give Britain's world championship-bound marathon runners time to recover. But it will prevent Eamonn Martin, who is committed to London next year, from appearing in the

world cross-country championships, in Durham, in March.

The names to be added to Britain's marathon team for the European championships are still not known because Alan Warner, the British Athletic Federation (BAF) chairman of road running, was at the Boston Marathon yesterday, preventing the selectors from meeting.

The absence of Britain's leading road running official from Britain's main road racing event of the year prompted Brasher to complain to Peter Brasher, the BAF executive chairman. "It is disgraceful that the chairman of selectors, Alan Warner, was not here and therefore selection will not take place for another fortnight," Brasher said. Coupled with another short-notice announcement that the men's AAA championship 10,000 metres will be on May 30, it is

little wonder that Britain's distance runners despair of the officials in charge.

The Mexicans are no different. They are always complaining that they have to run commercial marathons because they receive no assistance. "You have to try to make it alone," Ceron said.

Although the feeble women's race on Sunday was dwarfed by the competitive men's event, the leading women will continue to be paid equal prize-money. "They run the same distance, they train as hard and, for the first three, we will always have the same," Brasher said.

One hopes, in that case, that Brasher ignores the request of the winner and runner-up, Katrin Dörre and Lisa Ondieki, that London returns to starting the women with the men, instead of 25 minutes ahead. If they want equality they should not be shielded by men, paced by men and have their drinks fed to them by men running with them. Furthermore, spectators like a clear view of the women's race without having to search out the leaders.

## Mansell survives to finish second

NIGEL Mansell finished second behind Al Unser Jr. of the United States, at Long Beach, California, after surviving a frightening tyre blow-out in his Lola Ford Cosworth, halfway through the IndyCar series race on Sunday night. Mansell overcame a shredded rear tyre on the back straight of the 68th lap to challenge Unser, who gained his fifth victory at Long Beach, by finishing 39.11sec ahead of the defending champion.

Mansell said: "It was a big wake-up call when the rear tyre blew. I was almost spinning at 180 or 190mph. I didn't enjoy running on three wheels." Unser, who gained his twentieth IndyCar victory, shrugged off a penalty for leaving the pits too fast to average a record 99.283 mph (159.776 kmh) in a Penske Ilmor to triumph ahead of Robby Gordon, of the United States, in third, and Raul Boesel, of Brazil, in fourth.

## Weakened Leeds fined

RUGBY LEAGUE: Leeds, who meet Wigan in the Silk Cut Challenge Cup final on Saturday week, were yesterday fined £8,000 by the Rugby Football League (RFL) for fielding a deliberately weakened side that lost 68-0 at St Helens last week. Medical evidence to support the decision not to play some individuals was presented by the club, but the RFL noted that 11 players had recovered sufficiently to play at Leigh on Sunday, four days later. Genuine absences mean St Helens will tonight field a virtual reserve side at Bradford Northern, who can regain the lead of the Stones Bitter Championship from Warrington.

## Yamaha holds sway

YACHTING: Yamaha, Ross Field's leading Whitbread Round The World Race competitor, set an average of more than 14 knots in the trade winds yesterday while moving to within 1,600 miles of the fifth stage finish at Fort Lauderdale. Lawrie Smith, whose European entry, *Intrum Justitia*, gained two miles on Yamaha, said: "Our goal is to close the gap down to 100 miles so that we can make a race of it for line honours on the last leg back to Southampton." Merit Cup, the Swiss entry, still leads the maxi class by 60 miles.

## Lewis leads world best

ATHLETICS: Carl Lewis led the Santa Monica Track Club relay team to a new 4x200 metre world best time in California on Sunday at the Mt Sac Relays. Lewis, Mike Marsh, Leroy Burrell and Floyd Heard ran 1min 18.68sec, beating their own previous best time, set in 1992, by 0.43sec. Earlier in the day, Lewis anchored the team to the top US 4x100 metre mark of the year, winning in 37.79sec. Dennis Mitchell, anchoring an all-stars team, took a slight lead into the last leg but was overrun by Lewis in the final 30 metres.

## English Open doubt

TABLE TENNIS: Alan Ransome, chairman of the English Table Tennis Association (ETTA), is fighting to rescue the English Open from being taken off the tournament calendar in a dispute over bar glue. Ransome will make his appeal to the ETTA's National Council, at Milton Keynes, on Saturday. The Council has banned the use of all liquid glue to attach rubber bar facings, because of health risks. If the ETTA continues its ban no foreign teams will enter the English Open and the event will be cancelled.

## Foot wins book award

CRICKET: David Foot has won the Cricket Society's Silver Jubilee Literary award for his book, *Behind Bar and Bull*. (Good Books £13.99). It is a study of 11 cricketers ranging from Bill Andrews to Wilf Wooller. After receiving a cheque for £750 in London yesterday, Foot said he had always been more interested in the difficulties cricketers faced. "I chose them because they were the kind of people I wanted to write about," he said. "I have always been interested in the psychological problems of cricketers."

BASEBALL				
NATIONAL LEAGUE: San Francisco 8				
Florida 5, Cincinnati 7, Philadelphia 10, Pittsburgh 2, New York 4, Houston 10, St Louis 5, San Diego 0, Atlanta 4, Chicago 2, Colorado 6, Montreal 5.				
East division				
Atlanta	12	1	522	4
New York	17	21	150	7
Philadelphia	6	50	500	52
Florida	3	47	417	69
Montreal	1	8	333	79
Central division				
Cincinnati	7	4	636	—
St Louis	6	5	645	—
Pittsburgh	5	6	548	—
Houston	6	50	500	1/2
Chicago	6	50	273	4
West division				
San Francisco	7	5	583	—
Colorado	6	5	545	—
Los Angeles	6	5	533	—
San Diego	11	154	59	—
AMERICAN LEAGUE: Chicago 7 Boston 4				
Kansas City 5, Cleveland 2, New York 5, Detroit 6, Toronto 5, California 4, Oakland 5, Minnesota 1, Seattle 8, Milwaukee 3, Baltimore 3, Texas 5.				
East division				
Baltimore	7	4	636	—
Toronto	1	8	333	79
New York	17	21	150	7
Detroit	4	3	333	79
Central division				
Cleveland	6	5	545	—
Chicago	6	5	545	—
Kansas City	6	5	545	—
Minnesota	6	5	545	—
West division				
Oakland	6	5	545	—
California	6	5	545	—
Seattle	6	5	545	—
Texas	6	5	545	—

BASKETBALL				
NATIONAL ASSOCIATION (NBA): Indiana				
100: Charlotte 107, New York 91, Denver 90, Minnesota 88, San Louis 5, Miami 100, Orlando 118, Chicago 101, Houston 118, Portland 110.				
Eastern conference				
New York	54	24	292	7
Orlando	43	31	303	7
New Jersey	43	38	244	11/2
Miami	40	38	308	14/2
Charlotte	40	40	267	17
Washington	24	34	308	30
Boston	25	35	295	31
Central division				
Atlanta	55	23	702	—
Indiana	58	28	684	—
Cleveland	55	35	570	10/2
Houston	43	35	351	12
Chicago	38	40	467	—
Detroit	20	38	256	25
Milwaukee	19	38	244	38
Western conference				
Houston	57	21	731	—
San Antonio	58	28	671	4/2
Utah	49	29	628	8
Denver	38	30	500	18
Minnesota	40	38	308	14/2
Dallas	11	37	141	46
Pacific division				
Seattle	52	26	657	8
Phoenix	52	26	657	8
Golden State	47	31	603	13
Portland	46	33	582	14/2
LA Lakers	33	45	423	27
LA Clippers	31	48	348	33
Sacramento	27	51	348	33
BOWLS				
WSV VALLEY: London and Southern				
London 10-1, Southern 10-1, London 10-1, Southern 10-1, London 10-1, Southern 10-1.				

CRICKET				
SHARUJAH (Australia) Cap: New Zealand				
1st Test: New Zealand 158, Australia 158.				
NEW ZEALAND				
1st Test: New Zealand 158, Australia 158.				
AUSTRALIA				
1st Test: New Zealand 158, Australia 158.				

GOLF				
HILTON HEAD ISLAND, South Carolina:				
1st Round: 1st 10-1, 2nd 10-1, 3rd 10-1, 4th 10-1.				
ATLANTA, Georgia:				
1st Round: 1st 10-1, 2nd 10-1, 3rd 10-1, 4th 10-1.				

MOTOR RACING				
LONG BEACH, California: IndyCar race				
1st Round: 1st 10-1, 2nd 10-1, 3rd 10-1, 4th 10-1.				
COPENHAGEN, Denmark: World championship				
1st Round: 1st 10-1, 2nd 10-1, 3rd 10-1, 4th 10-1.				

REAL TENNIS				
LORDS: MCC Silver Racquet: M C				
1st Round: 1st 10-1, 2nd 10-1, 3rd 10-1, 4th 10-1.				
RUGBY UNION				
1st Round: 1st 10-1, 2nd 10-1, 3rd 10-1, 4th 10-1.				

RESULTS FROM COMPANY GOLF DAYS				
THE FINEST GOLFERS IN THE COUNTRY				
1st Round: 1st 10-1, 2nd 10-1, 3rd 10-1, 4th 10-1.				
TABLE TENNIS				
1st Round: 1st 10-1, 2nd 10-1, 3rd 10-1, 4th 10-1.				
TENNIS				
1st Round: 1st 10-1, 2nd 10-1, 3rd 10-1, 4th 10-1.				
YACHTING				
1st Round: 1st 10-1, 2nd 10-1, 3rd 10-1, 4th 10-1.				

POOLS FORECAST				
Saturday April 23 unless stated				
AUTOGLOSS TROPHY FINAL				
Not on coupons: Huddersfield v Bradford City (Sunday, at Wembley).				
FA PREMIERSHIP				
1st Round: 1st 10-1, 2nd 10-1, 3rd 10-1, 4th 10-1.				
DIADORA LEAGUE PREMIER DIVISION				
1st Round: 1st 10-1, 2nd 10-1, 3rd 10-1, 4th 10-1.				
SCOTTISH PREMIER				
1st Round: 1st 10-1, 2nd 10-1, 3rd 10-1, 4th 10-1.				
SCOTTISH FIRST				
1st Round: 1st 10-1, 2nd 10-1, 3rd 10-1, 4th 10-1.				
SCOTTISH SECOND				
1st Round: 1st 10-1, 2nd 10-1, 3rd 10-1, 4th 10-1.				

Kick-off 7.30 unless stated

**FOOTBALL**

FA Caring Partnership

Arsenal v Wimbledon (7.45)

Endsley Insurance League

1st division

Bristol City v Luton (7.45)

Bournemouth v Swansea (7.45)

Huddersfield v Cardiff

Nottingham v Exeter

Stockport v Port Vale

Third division

Bury v Gillingham

Crewe v Wigan

Wycombe v Rochdale (7.45)

GM Vauxhall Conference

Bath v Middlesbrough

Stratford v Dover

Walsley v Northwich

Southport v Kettering

Leighton v Gateshead (7.45)

1st division

St Albans v Slough

Leigh v Dagenham and F (7.45)

Welsh League

premier division

Cardiff v Kilmarnock (8.0)

2nd-21st international match

Swindon v Scotland (5.45)

**RHINELAND CUP FINAL: Second leg**

1st division

WARRIOR LEAGUE: Premier division

Walsley v Haver, Kettering v Aylesbury

Walsley v Kettering: First division











**BBC1**

6.00 Business Breakfast (72513)  
 7.00 BBC Breakfast News (55941762)  
 9.05 Kilroy. Topical studio discussion (9395109)  
 10.00 News (CeeFax), regional news and weather  
 10.05 Playdays (i) (5615098)  
 10.30 Good Morning with Anne and Nick. Weekly magazine (22731513)  
 12.15 Pebble Mill. With Judi Spiers (8887548)  
 12.55 Regional news and weather (77439797)  
 1.00 One O'Clock News (CeeFax) and weather (87838)  
 1.30 Neighbours. (CeeFax) (i) (86281971)  
 1.50 The Great British Quiz. First semi-final in the general knowledge quiz (i) (8365587)  
 2.15 FILM: **Column: The Most Dangerous Match.** The badly-dressed detective investigates the activities of Laurence Harvey as an American chess grand-master determined to become world champion. Starring Peter Falk (8127258)  
 3.25 Popeye Triple Bill (9613762) 3.50 Noddy (i) (5403500) 4.00 Marlene Marlowe Investigates (i) (8825577) 4.20 What on Earth (i) (8825108) 4.35 The Addams Family (i) (CeeFax) (8811722)  
 5.00 Newsworld (5051187) 5.10 The Lowdown. Children's documentary about smoking among the young with secret filming of how easy it is for the under-age to buy cigarettes. (CeeFax) (i) (1585600)  
 5.35 Neighbours (i). (CeeFax) (i) (885829)  
 6.00 Six O'Clock News (CeeFax) and weather (258)  
 6.30 Regional news magazines (838)  
 7.00 The Brittas Empire. Comedy starring Chris Barrie. Today Brittas sets a trap after finding ladies underwear in his office (i) (CeeFax) (4448)  
 7.30 EastEnders. (CeeFax) (i) (722)  
 8.00 How Do They Do That? More dare secrets from Desmond Lynam behind the scenes in television and film. (CeeFax) (i) (50584)  
 8.45 Points of View presented by Anne Robinson (CeeFax) (i) (340068)  
 9.00 Nine O'Clock News (CeeFax), regional news and weather (752)  
 9.30 Keeping Up Appearances. Hyacinth has invited the new vicar to tea which means meticulous planning is required to ensure all goes well. Comedy with Patricia Routledge (i). (CeeFax) (i) (42616)

**BBC2**

6.20 Open University: The History of Mathematics (9431180) 6.45 Working with Systems (9137371) 7.10 Managing in Organisations (8251103) 7.35 Galium Arsenide: Puffed from Obscurity (5347109)  
 8.00 Breakfast News. (CeeFax) (4182987)  
 8.15 Westminster Daily (2482558)  
 9.00 Animal Heroes. Animated series based on real-life instances of animal heroism (i) (5880074)  
 9.05 Daytime on Two. Educational programmes. Plus, for children, 1.20 Philbert the Frog (i) (2614261) 1.30-1.45 Postman Pat (5470763)  
 2.00 News (CeeFax) and weather followed by You and Me (i) (14881722) 2.15 See Hear! Magazine series for the hearing impaired (i) (820364)  
 2.45 World Snooker. Highlights of today's first session in the Embassy world championship from the Crucible, Sheffield, plus live coverage of this afternoon's play (i) (6030603)  
 6.00 FILM: **The Man from Snowy River** (1982). A drama set in Australia, and based on an epic poem by the author of Waltzing. A young man who goes to work for an employer-building cattleman falls in love with his daughter. Starring Kirk Douglas, Tom Burlinson and Sigrid Thornton. Directed by George Miller. (CeeFax) (88275987)  
 7.45 Assignment: Peter's Police. Tim Sebastian reports from St-Petersburg on the enormous crime wave engulfing Russia and the struggle by the police force to contain it. (CeeFax) (244867)  
 8.30 Home Front. Caroline Quentin looks at how sat sals can turn rooms into palaces; and there is also a bed-testing exercise (205)  
 9.00 World Snooker. David Vine introduces tonight's matches including James Wattana v Peter Ebdon (i) (825600)

**Channel 4**

6.00 The Bill: Nowhere to Run. Datta investigates a case of domestic violence. (Teletext) (4884)  
 6.30 The Day I Nearly Died: King's Cross - Beneath the Inferno. (Teletext) (5) (8519)  
 9.00 Peak Practice. Beth's happiness at her engagement is tinged with sadness when she has to tell a friend she will never dance again. (Teletext) (i) (3242)  
 10.00 News at Ten (Teletext) and weather (35884) 10.30 London Tonight (Teletext) and weather (18068)  
 10.40 Network First: The War Against the Mafia Final programme in a series of three about the FBI's crackdown on the US Mafia. (Teletext) (170180)  
 11.40 Prisoner Cell Block H (920587)  
 12.30 The Beat. Music and movie programme (i) (40643)  
 1.30 Nigel Mansell's IndyCar 94. Highlights of the third round from Long Beach, California (73310)  
 2.00 FILM: **No Place for Jennifer** (1950, b/w) starring Leo Genn, Rosemary Lund and Beatrice Campbell. A little girl facing a bleak future when her parents divorce. Directed by Henry Cass (22554)  
 3.30 America's Top Ten (i) (89407)  
 4.00 The Little Picture Show (i) (43575)  
 5.00 Cinema. Cinema (i) (97914)  
 5.30-6.00 ITN Morning News. (Teletext) (70198)

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**RADIO 1**

FM Stereo and MW. 4.00am Bruno Brookes (FM only) 7.00 Steve Wright 8.00am Kevin Greening 12.00pm Emma Freud 2.00pm Mark Goodier 4.00pm Nicky Campbell 7.00pm Evening Session 8.00pm The Story of Pop 10.00 Mark Radcliffe 12.00-4.00am Lynn Parsons (FM only)

**RADIO 2**

FM Stereo, 6.00am Sarah Kennedy 7.30am Wake Up to Wogan 9.30am John Peel 11.00am Pick of the Hits 11.30am Debbie Thompson 2.00pm Chris Evans 3.30pm Ed Stewart 5.00pm John Peel 7.00pm Chris (205) (i) 7.30pm Heyes Over Britain 9.00pm Preschool in the Blue: See Choice 10.00pm Kate and Friends (i) 10.30pm The James Bond 12.00pm Steve Madden with Night Life 3.00-6.00am Alex Lester

**RADIO 5 LIVE**

6.00am Morning Reports 6.00 The Breakfast Programme 8.30 The Magazine 12.00pm Midweek News 2.00pm Ruisson on Five 4.00pm John Inverdale Nationwide 7.00pm Extra 10.00pm News Talk 11.00pm Night Extra 12.00am After Hours 2.00am All Night

**WORLD SERVICE**

All times in BST. 4.30am BBC English 4.45am Futurama 6.00am Newsworld 6.00 News in German 6.05m Newsworld 6.27 News in German 6.30m Europe Today 7.00 News 7.10 British News 7.15 The World Today 7.30m Showtime for Shakespeare 8.00 News 8.15 On the Spot. The House of the Spirits 8.30m The House of the Spirits 8.45m The House of the Spirits 8.55m The House of the Spirits 9.00 News 9.10 Words of Faith 9.15m Concert Hall 10.00 News 10.05m Europe Today 10.15m Winning Time 10.45m Sports Roundup 11.00m Discovery 11.30m BBC English 11.45m Mittagensuppe. News Newsworld 12.30pm Magazine 1.00 News 1.10 Words of Faith 1.15m Multirace 1.45m Sports Roundup 2.00m Newsworld 3.00m Europe Today 3.05m Outlook 3.30m On the Spot. 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TUESDAY APRIL 19 1994

Epic innings carries Trinidadian past Sobers and into the record books

## Lara reaches history's boundary

FROM ALAN LEE, CRICKET CORRESPONDENT, IN ANTIGUA

AT FOUR o'clock yesterday morning, Brian Lara woke in his hotel room, sweating and shaking with nerves over the enormous challenge of the day ahead. A little under eight hours later, sustained by adrenalin and driven by desire, he claimed the one record that, for 36 years, every schoolboy cricket follower has known by heart.

Like them all, Lara often dreamt of this day and imagined himself passing 365 in a Test match innings. But what made Lara different is that this was his destiny, a fact acknowledged long ago by the man whose enduring record has now fallen, Sir Garfield Sobers.

Appropriately Sobers was present yesterday as Lara concluded his tenure of England's bowlers in his fifth Test, ticking off the remaining milestones on his way to 375, the summit of batsmanship. In the pandemonium that followed the historic stroke, Sobers came on to the field, picked a path through the invading hordes and the repelling policemen and shook his successor by the hand.

The event could not have been stage-managed more perfectly and, exhausted as Lara was after more than 12 hours at the crease, this to him was Utopia. "It meant a lot to have Garry coming on like that," he said later. "Ever since the Australian tour last year, he has been encouraging me. He said I would be the one to do it. We played golf together before this game and he was still telling me so."

Sobers, who is celebrating the fortieth anniversary of his Test debut, showed no regret, only satisfaction, that the young man he has befriended should inherit his legacy. "I don't think a better person could have broken the record," he said. "To me, he is the only batsman around today who plays the game the way it should be played. He doesn't use his pads, he uses his bat. From the very first day I saw him, I knew he had the ability to do this."

Lara has long been linked with Sobers, for they share so

many attributes: left-handedness, a wiry, irrepressible back-foot technique and, just as striking, a ready smile and a love of life. Until now, Lara has steadfastly rejected the inevitable comparisons, calling them "hopelessly early". He will struggle to sustain such modesty now, just as he will find it hard to carry out his wish to "continue leading a simple life".

In the moment that he pulled Chris Lewis for four with fierce, exultant power, dropped his bat and spun away from the crease with arms hurtled high, his life altered irrevocably.

Back in 1953, in Kingston, Jamaica, the same syndrome claimed Sobers. He was only

Lara's innings began at 10.31am on Saturday

50: 154min, 121 balls, 7 fours.  
 100: 232min, 180 balls, 16 fours.  
 150: 327min, 240 balls, 22 fours.  
 200: 440min, 311 balls, 27 fours.  
 250: 515min, 377 balls, 32 fours.  
 300: 610min, 432 balls, 36 fours.  
 350: 721min, 511 balls, 42 fours.  
 369 (new record): 748min, 530 balls, 44 fours.

Lara was out at 12.03pm yesterday, when lunch was taken and the West Indies innings closed.

21, three years younger than Lara, and had never before made a Test match hundred, but nobody doubted his potential for greatness. He fulfilled it in that one innings against a Pakistan attack containing only two untried bowlers, one conceding 247 and the other 259.

Sobers's career had many more peaks to explore and the same is undoubtedly true of Lara. Already, for instance, he is speaking of breaking his own record, and it is pre-ordained that he will succeed. Richie Richardson as captain of West Indies, for he has been a leader, and a capable one, since he first played cricket seriously. Whatever he may yet achieve, however, he will never forget the events of

yesterday. "I woke with my hands sweating. I was so nervous," he recalled. "I couldn't get back to sleep, so I played the innings over and over in my mind." After that, he settled on the small targets that were to help him gather the 46 runs needed for the record. He knew he needed only one for a Test average of 63, another 12 to equal Graham Gooch's 333 against India... and so it went on.

England had long ago had their role in the affair diminished. They were the bit-part players, the bowlers to supply the runs. In the view of almost everyone — Caribbean or English — in another packed crowd, were better anyone who deprived us of history. Perhaps only back in London, where the bookmakers' Sporting Index, already fixed a £75,000 pay-out on their pre-series assessment of Lara's aggregate, was anyone wishing him gone, and then the reasons were commercial rather than patriotic.

He began in the style of one with 320 already banked rather than of a man who has spent the night in a perspiring fret. He wore a huge grin as cameramen traced his progress to the middle, then instantly resumed his deft working of the ball into gaps in the field, such a trademark of his batting. The new ball, due after two overs, was taken immediately, and Lara launched Caddick's first offering over cover for four.

Overnight, he stood eighth in the all-time list and soon, as he proceeded through the 300s, only Hutton and Sobers remained in his sights. But it was now that the combination of fatigue and anticipation began to trouble him. In making the last 20 runs before the record, he made more errors, forced and unforgotten, than in the previous 346.

He might not have made it at all but for the aid of Shivnarine Chanderpaul, one of the oldest heads ever seen on a 19-year-old Test cricketer. Chanderpaul was by now past his fourth half-century in as many Tests. He had also been dropped at slip by Graeme Hick, a different effort betraying the mislaid confidence of one who has now dropped left-handers four times in the series. But Chanderpaul is unmoved by such things and, as Lara began to grow anxious, the younger man calmed him.

For 18 minutes Lara was rooted on 347. He was beaten, and almost bowled, by Angus Fraser. Then he survived, ever more jumpy, a combative maiden from Lewis. Several times Chanderpaul came down the pitch, between bats, to chide or cajole. Lara kept nodding, drawing in deep breaths of the hot Antiguan air and forcing himself to concentrate.

His seventh fifty was the slowest since his first but, once through that hazard, he pressed the accelerator again. On 361 he cover-drove Caddick for four, equalling the record and, almost unnoticed, completing a stand of 200. The ground exploded with noise, though this was only a dress rehearsal.

Next over, a single gave him the strike. Lewis assiduously



Lara, having pulled Lewis for four to reach 369, salutes the crowd at St John's Recreation Ground, Antigua

adjusted his field, brought in the leg-side sweeper to save one, then inexplicably dropped the next ball short. Lara, relief showing even as he spotted the length, was on it in

a flash, pivoting for the stroke which will be replayed a thousand times before the weekend.

There was a six-minute delay while everyone, from

opposition to police officers, shook Lara's hand and, when the Test did continue, anti-climax was everywhere. He was out in the last over of the morning, aiming a tired drive at Caddick, and the declaration gave England an initial target of 394 to avert the follow-on.

They might have lost Michael Atherton first ball, but somehow umpire Bucknor found a way to reject Ambrose's appeal for leg-before. They did lose Alec Stewart for 20, to an unconvincing pull, and Mark Ramprakash, leg-before offering no stroke.

But the day, the game, maybe even the cricketing year, had witnessed its great moment and was now reflecting in quiet repose.

John Woodcock, page 46

**WEST INDIES: First innings**  
 P V Simmons bowled by Caddick (30min, 27 balls) 8  
 S O Williams bowled by Fraser (20min, 17 balls) 9  
 B C Lara c Russell b Caddick (748min, 530 balls, 44 fours) 369  
 J C Adams c sub (54min) 59  
 K L T Arthurson c Russell b Caddick (47min, 38 balls, 5 fours) 75  
 S Chanderpaul not out (20min, 182 balls, 10 fours) 26  
 Extras (lb 3, nb 23) 26  
 Total (5 wickets, 180.2 overs) 698  
 J R Murray, W K M Benjamin, C E L Ambrose, K C G Benjamin and C A Walsh did not bat.  
**FALL OF WICKETS:** 1-11, 2-12, 3-191, 4-374, 5-593.

**ENGLAND: First innings**  
 M A Atherton not out 31  
 M R Ramprakash bowled by Caddick (20min, 184 balls, 5 fours) 19  
 R A Smith not out 10  
 Extras 3  
 Total (2 wickets) 67  
 G A Hick, G P Thorpe, P C Russell, C Lewis, A R Caddick, A H C Fraser and P C R Tait did not bat.  
**FALL OF WICKETS:** 1-40, 2-70.  
 Umpires: S A Bucknor and D B Hick.  
 Match referee: J R Field.

Rise to top  
 destined  
 from early  
 years for  
 rare talent

By OUR SPORTS STAFF

BRIAN Lara has been displaying his cricketing pedigree for many years. He made his debut in under-19 cricket at the age of 14 and first played in the Caribbean regional competition, the Red Stripe Cup, at 18. He was captaining Trinidad and Tobago by the time he was 20 and, at 24, he has twice broken the seasonal run aggregate for the Red Stripe Cup.

He first played Test cricket against Pakistan at Lahore in December 1990 — when he scored 44 and 5, at the age of 20. Within 14 months and five matches he had recorded his maiden century at the highest level of the game against Australia at Sydney. He carried his score on to 277, the fourth highest innings ever played for West Indies and one that was only ended by a run-out. Yesterday, in his fifteenth Test match and 14 days short of his twenty-fifth birthday, he made not only the highest score in Test cricket, but also the highest innings ever played in the Caribbean.

Even following his own steeply rising learning curve, Lara has enjoyed a prolific and dramatic West Indian season. In all first-class matches, in the Red Stripe Cup and in the Test matches against England, he has scored 1,513 runs — 715 for Trinidad and 798 for West Indies.

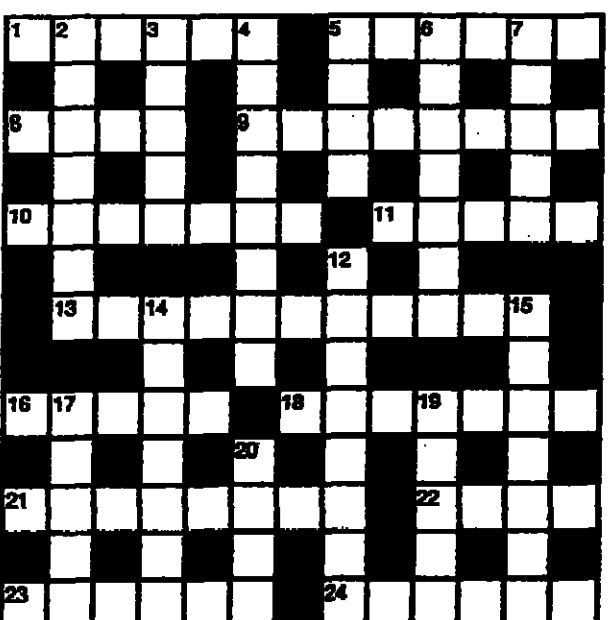
What next? Most immediately, Lara is due to leave the Caribbean after the fifth Test match and head for India, where West Indies are committed to playing in a six a side tournament. However, Warwickshire, for whom Lara has signed this summer, are attempting to negotiate Lara's release from this engagement so that he can reach England in time for their opening championship fixture of the season, against Glamorgan on April 28.

Moreover, Warwickshire have a new groundsman. The sub-standard pitches that saw all but one of the championship matches at Edgbaston finish early last summer are to be a thing of the past. "Warwickshire's pitches this season will be full of pace and bounce," Dennis Amis, the club's chief executive, promised yesterday. What more could Lara ask for?



Sir Garfield Sobers congratulates Lara on his record

Score	Batsman	Match	Season
165*	C Barnmore	Australia v England, Melbourne	1976-77
211	W L Murdoch	England v Australia, The Oval	1884
287	R E Foster	England v Australia, Sydney	1903
325	A Sandham	England v West Indies, Kingston	1929-30
334	D G Bradman	Australia v England, Leeds	1930
336*	W R Hammond	England v New Zealand, Auckland	1932-33
364	L Hutton	England v Australia, The Oval	1938
365*	G S Sobers	West Indies v Pakistan, Kingston	1957-58
375	B C Lara	West Indies v England, Antigua	1993-94



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### THE TIMES CROSSWORD

No 142

#### ACROSS

- 1 Baby's toy (5)
- 2 Labourer (5)
- 3 List of players (4)
- 4 Gods' cupbearer, Jupiter moon (5)
- 5 Imp causing mechanical trouble (7)
- 6 Tiny magical being (5)
- 7 Chef d'oeuvre (11)
- 8 Fish travel on ice (5)
- 9 Idea (7)
- 10 Pasta tubes (8)
- 11 Open to debate (4)
- 12 Repeat mindlessly (6)
- 13 Maker of hand coverings (6)

#### DOWN

- 1 Word of rearranged letters (7)
- 2 Symbolic animal on pole (5)
- 3 Miniature hourglass (5-5)
- 4 Magician's rod (4)
- 5 Violent, destructive rush (7)
- 6 Presbyter (5)
- 7 Taking egg sugar from bowl to cup (8)
- 8 Likely to stay fine (3,4)
- 9 Look around (7)
- 10 Australian bear (5)
- 11 Small stone carved in relief (5)
- 12 Eat very fast (4)

#### SOLUTION TO NO 141

ACROSS: 5 Falt accomplish 8 Statue 9 Orison 10 Envy 12 Sustain 14 Hearing 15 Brag 17 Domino 18 Argyle 20 Advantageous

DOWN: 1 Off the record 2 Lint 3 Octopus 4 Embitter 6 Amen 7 Looking glass 11 Vertical 13 En route 16 Bang 19 Grow

#### By Raymond Keene

Today's position is from the game Krilov - Tarasov, Tula 1960. In this position White found a beautiful combination to deliver checkmate. Can you do as well?

Solution, page 46

Raymond Keene, page 7

#### By Philip Howard

##### FENAGE

- a. Usury
- b. Wild chicken
- c. The hay crop

##### GAYDIANG

- a. A gourd xylophone
- b. Vietnamese junk
- c. An Indonesian language

##### SARCOCLOGY

- a. The study of sarcasm
- b. Fleishy anatomy
- c. Study of tombs

##### SIGMOID

- a. Crescent-shaped
- b. Hissing
- c. Symbolic

Answers on page 46

Just  
 £2.30  
 a week  
 will  
 provide  
 her with  
 food,  
 medicine,  
 and hope.



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